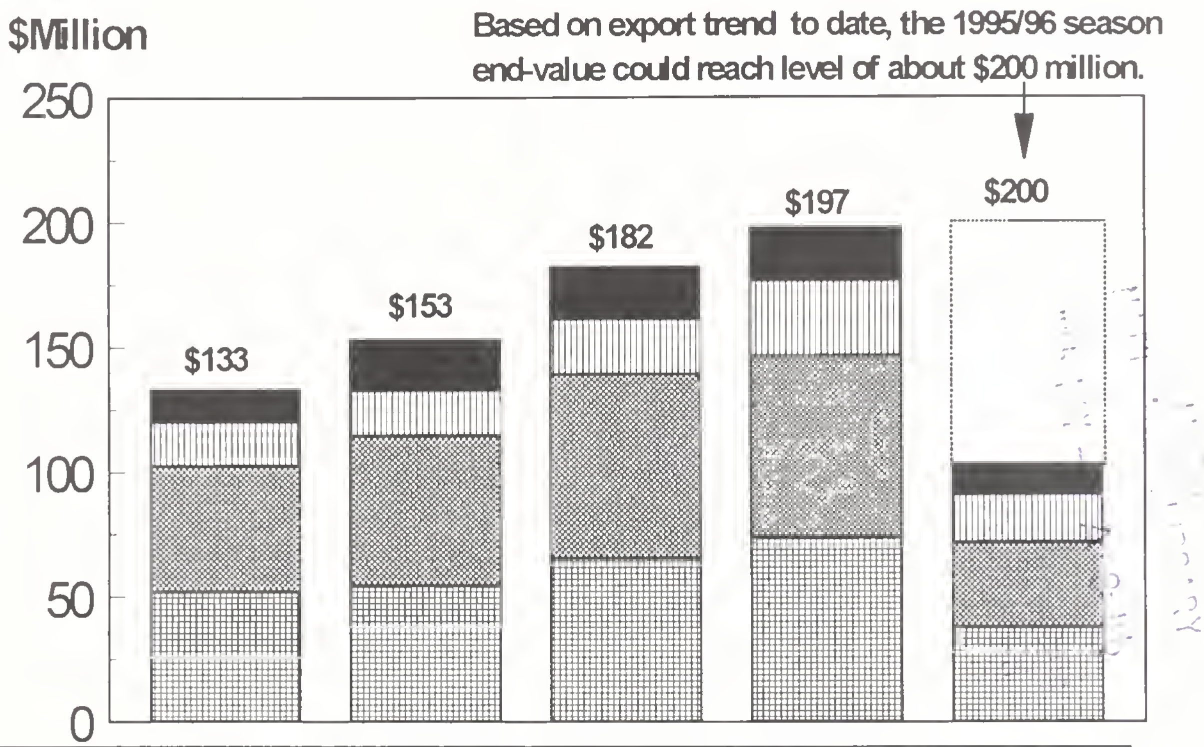
United States
Department of
Agriculture

Foreign
Agricultural
Service

Circular Series
FHORT 4-96
April 1996

World Horticultural Trade & U.S. Export Opportunities

U.S. Exports of Processed Tomato Products Continue at Record Pace



Marketing Year 1/	1991/92	1992/93	1993/94	1994/95	1995/96 2/
Canned Tomatoes	12.5	19.9	20.7	20.9	11.8
Ketchup	17.7	18.2	22.3	30.4	14.7
Tomato Sauce	50.5	60.1	73.9	72.6	33.9
Tomato Paste	51.9	54.4	65.2	73.5	37.6

Source: U.S. Department of Commerce, Bureau of the Census

1/ July-June 2/ July-December

U.S. exports of tomato products during the first 6 months of marketing year 1995/96 (July-June) were valued at $98 million. This record setting trend is slightly ahead of, in both volume and value, the same period last year. Tomato paste and sauce accounted for the bulk of U.S. tomato products exported in the 6-month period. Canada continued to be the largest U.S. customer, followed by Japan, Korea, and other Asian countries. Other important destinations included the Dominican Republic and countries in the Middle East. Higher July-December 1995 shipments of canned tomatoes and tomato paste more than offset decreased exports of tomato sauce and ketchup. Continued strong demand in overseas markets and a top quality U.S. product have bolstered U.S. exports of tomato products in recent years. Prospects for a steady rise in U.S. tomato product exports appear bright.

For further information, contact:
U.S. Department of Agriculture
Foreign Agricultural Service
Horticultural and Tropical Products Division
AG Box 1049
Washington, DC 20250-1049

Telephone: 202-720-6590
Fax: 202-720-3799

Frank J. Piason, Director
Robert B. Tisch, Deputy Director for Marketing
Howard R. Wetzel, Deputy Director for Analysis

ANALYSIS

Casey Bean	202-720-4620	Fresh deciduous fruit, table grapes, apple juice, olives and stone fruit
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, tropical fruits, wine and brandy
Bob Knapp	202-720-6877	Canned deciduous fruit, kiwifruit, NAFTA, PL-480, and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, tea, spices, essential oils, and ginseng
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Samuel Rosa	202-720-6086	Sugar, fresh citrus and juices, honey, mushrooms, and CBI
Joe Somers	202-720-2974	Situation and outlook group leader, fresh and processed citrus, trade forecasts, FAO citrus liaison, and circular editor

MARKETING

Jayne Carbone	202-720-0911	Citrus and processed fruit
Laura Davis	202-720-2252	Deciduous fruit
Ted Goldammer	202-720-8498	Wine, brandy, hops, and potatoes
Wayne Molstad	202-720-0898	Vegetables, grape juice, cranberry juice, honey, and kiwifruit
Stacey Peckins	202-720-5330	Tree nuts, papaya, foliage, plants
Steve Shnitzler	202-720-8495	Dried fruit, avocados, and ginseng

For subscription questions or address changes, please contact Robertha McLean, 202-720-9445.

Table of Contents

PAGE

Export Summary

U.S. exports of horticultural products to all countries in December 1995 totaled $745.8 million, down 11 percent or $95 million from the same month a year earlier. Six out of 15 categories of horticultural exports registered decreases. Categories with the most significant decreases in December were miscellaneous products (down $102.4 million or 43 percent) and fresh vegetables (down $28.4 million or 25 percent). Canada was the destination accounting for most of the decrease. Tree nuts registered the sharpest increase (up $24.1 million or 25 percent). During the first three months (October-December) of fiscal 1996, the total value of U.S. horticultural exports was $2.48 billion -- 3 percent below the same period last year due to the lower December shipments.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTEO HORTICULTURAL COMMOOITIES
WORLO TOTAL, OCTOBER-SEPTEMBER YEAR
OEC 95

NAME	QUANTITY					VALUE (1,000 OOLLARS)				
GROUP & COMMOOITY	CURR MO LAST YR	CURR MO CURR YR	YR TOOATE LAST YR	YR TOOATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FR, FRUIT CITRUS MT										
GRAPEFRUIT	36,425	33,308	111,391	123,949	481,742	17,182	15,922	55,092	64,007	239,515
LEMONS	10,060	11,933	31,019	33,001	126,120	7,571	9,644	29,504	33,004	120,392
ORANGES, INCL TMPLS	36,298	38,376	93,024	78,256	580,755	20,285	20,469	50,059	45,063	324,139
OTHER CITRUS	2,513	5,993	8,649	11,617	24,297	2,139	5,797	7,504	10,383	20,789
Subtotal:----	85,298	89,611	244,084	246,824	1,212,916	47,178	51,833	142,161	152,458	704,836
FR, FRT, NON-CIT MT										
APPLES	84,352	64,416	247,612	195,861	663,048	53,846	41,319	144,781	123,906	405,155
AVOCAOOS	1,124	351	2,327	2,941	12,489	969	309	2,018	2,136	13,228
CHERRIES SWT & TRT	198	1,404	394	3,143	30,268	277	1,737	426	3,173	139,775
GRAPES	14,681	26,046	90,303	104,846	204,786	17,848	30,742	110,506	128,894	250,677
KIWIFRUIT	1,063	361	2,567	988	9,505	1,492	495	3,236	1,366	13,084
MELONS	3,354	3,899	19,114	20,166	212,881	1,948	1,971	9,447	10,068	85,470
PAPAYA	930	715	2,497	2,063	8,260	1,571	1,631	4,483	4,504	18,107
PEACHES & NCTRNS	331	163	2,800	1,296	68,235	391	222	2,061	1,171	63,671
PEARS	18,369	19,780	63,557	69,185	127,960	9,875	10,764	32,382	36,314	71,527
PLUMS/PRUNES	143	303	3,687	2,061	40,431	212	296	3,152	2,125	48,372
STRAWBERRIES	552	584	5,561	6,759	49,320	1,587	1,799	16,080	16,604	86,629
OTHER NON-CITRUS	2,987	3,120	12,706	14,104	48,272	3,924	3,081	14,210	14,226	60,322
Subtotal:----	128,089	121,148	453,131	423,420	1,475,462	93,947	94,371	342,786	344,494	1,256,023
CNO/PREP FRUIT MT										
CHERRIES TRT CNO	561	1,072	1,581	2,637	8,722	701	1,313	2,178	3,240	11,490
FRUIT MIXTURES	2,435	1,934	8,781	8,275	28,885	2,892	2,201	10,077	9,462	34,317
MARACHINO CHRY	574	479	1,514	2,996	4,917	1,159	910	3,199	4,057	10,196
PEACHES CANNEO	1,499	1,306	4,346	4,942	20,915	1,248	1,197	3,908	4,487	19,087
PINEAPPLE CANNEO	436	221	1,051	836	3,833	369	202	880	722	3,445
FRT PREP/PRES	5,872	5,539	18,130	17,323	77,143	6,734	6,650	21,821	21,172	89,360
OTHER CANNEO FR	2,364	3,007	7,206	9,580	41,246	2,568	3,033	7,666	9,805	38,673
Subtotal:----	13,744	13,561	42,613	46,591	185,663	15,674	15,509	49,731	52,948	206,571
ORIEO FRUIT MT										
PRUNES, ORIEO	4,367	4,263	17,419	16,666	60,237	10,130	9,673	40,858	38,055	142,075
RAISINS, ORIEO	8,014	9,045	32,797	32,120	122,132	13,443	15,691	53,660	55,210	196,097
OTHER ORIEO FRUIT	2,120	1,962	8,278	8,173	32,032	5,512	4,875	19,571	18,983	62,303
Subtotal:----	14,502	15,271	58,495	56,960	214,402	29,085	30,240	114,090	112,249	400,476
FROZEN FRUIT MT										
BLUE8ERRIES, FZN	436	414	1,260	2,365	7,742	682	631	1,859	3,661	11,597
STRAWBERRIES, FZN	1,392	1,526	6,356	4,724	25,729	1,798	1,972	8,141	6,166	33,529
OTHER FZN FRUIT	642	1,697	3,187	7,723	19,310	1,118	2,536	4,990	9,397	27,829
Subtotal:----	2,472	3,637	10,803	14,813	52,782	3,598	5,141	14,991	19,224	72,956
FRT&VEG JUICE (SSE) KL										
GRAPEFRUIT JU CNC	4,872	3,703	11,997	9,732	55,965	2,598	2,615	8,060	7,086	41,668
ORANGE JU NT CNC	13,981	14,213	38,988	34,622	156,960	9,201	9,947	25,813	24,973	105,564
ORANGE JUICE CNC	23,032	21,151	52,334	55,994	284,382	12,388	13,802	30,698	34,278	165,312
OTHER JUICES	29,138	39,237	92,782	141,248	426,297	20,752	26,172	66,372	91,954	317,333
Subtotal:----	71,024	78,305	196,104	241,598	923,605	44,941	52,537	130,944	158,293	629,879
VEGETABLES FR MT										
ASPARAGUS, FR, CHLO	245	191	517	443	18,543	740	639	1,680	1,268	66,817
8ROCCOLI	9,715	13,832	21,384	31,299	116,621	10,675	7,192	21,428	17,676	91,261
CAULIFLOWER	9,231	9,670	23,703	26,474	99,327	7,735	6,302	18,379	16,529	73,676
CELERY	12,194	12,728	30,137	30,103	111,149	6,954	3,940	13,993	10,700	57,180
LETTUCE, FR, CH.	25,627	26,491	76,967	75,947	275,794	23,600	10,679	54,989	31,818	184,043
ONIONS, FR	34,616	26,503	140,867	78,580	311,266	11,321	7,361	42,712	22,171	105,026
PEPPERS	5,047	4,974	14,937	13,760	50,146	5,314	3,497	14,495	10,670	48,726
TOMATOES, FR, CH.	13,056	11,420	42,430	34,145	139,476	14,223	11,888	37,370	29,671	109,687
OTHER VEG, FR.	50,882	58,841	152,602	143,206	726,644	34,398	35,058	96,715	93,266	400,143
Subtotal.----	160,616	164,653	503,547	433,960	1,848,970	114,964	86,560	301,766	233,774	1,136,564
VEGETABLES CANNEO MT										
CATSUP & CHILI SA	3,926	3,943	11,561	10,805	40,411	2,738	2,839	8,002	7,946	29,801
SWEET CORN CANNEO	15,482	14,504	44,377	41,932	165,152	13,123	11,389	38,112	32,938	138,094
TOMATO PASTE	7,445	6,359	24,325	28,417	86,613	5,930	5,597	19,492	22,311	71,448
TOMATO SAUCE	8,999	6,853	22,210	20,028	79,204	8,505	6,581	20,976	19,386	77,615
OTHER CANNEO VEG.	17,413	21,313	57,301	62,710	234,435	22,698	26,785	70,505	78,960	281,163
Subtotal:----	53,268	52,975	159,776	163,894	605,818	52,996	53,194	157,089	161,543	598,123
FROZEN VEGETA8LES MT										
FROZEN FRENCH FRY	33,715	26,102	81,971	81,992	353,130	26,582	19,190	61,678	60,575	260,204
FZN SWT CORN	6,437	4,935	20,696	16,698	65,341	5,693	4,160	18,544	14,082	57,477
OTHER POT. FZN	1,656	1,638	5,002	4,925	25,302	1,273	1,229	4,315	3,864	20,454
OTHER FZN VEG	6,276	5,182	17,459	18,080	69,838	5,797	4,722	15,732	16,939	63,108
Subtotal:----	48,085	37,859	125,130	121,698	513,613	39,347	29,303	100,271	95,461	401,245
OEHYO VEGETABLES MT										
GARLIC OEHY	669	831	2,234	2,243	7,831	1,622	1,893	5,309	5,167	18,414
ONIONS OEHY	2,679	2,951	12,064	8,041	33,871	5,988	6,614	20,283	18,743	70,932
POTATO OEHYO	3,429	6,236	11,575	15,348	58,542	3,364	5,666	12,107	14,748	58,976
OTHER OEHY VEG.	4,923	3,993	14,444	12,926	42,790	5,988	6,129	21,430	19,177	67,418
Subtotal:----	11,703	14,012	40,318	38,559	143,037	16,963	20,303	59,130	57,838	215,741
TREE NUTS MT										
ALMNO SH/PREP	18,672	29,380	68,993	87,609	214,014	60,155	78,725	220,950	230,024	724,459
ALMONOS, UNSHLO	2,081	1,459	5,969	6,656	17,885	5,828	3,822	15,365	16,999	45,292
PISTACHIO, UNSHLO	1,554	1,856	4,972	5,323	11,788	4,002	6,814	13,427	18,542	34,698
WALNUTS, SHLO	1,804	3,168	10,283	9,081	21,816	5,499	9,819	25,949	27,298	65,227
WALNUTS, UNSHLO	2,266	2,655	45,031	51,810	50,659	4,679	5,249	72,439	100,101	82,970
OTHER NUTS	6,265	5,810	22,712	27,305	58,762	17,168	16,965	56,478	72,897	162,713
Subtotal:----	32,645	44,331	157,962	187,786	374,926	97,334	121,396	404,611	465,864	1,115,362
NURSERY PROOUCTS NONE										
CUT FLOWERS	0	0	0	0	0	2,922	3,344	8,652	10,448	38,518
OTHER NURSERY	0	0	0	0	0	15,083	10,664	42,232	37,574	157,642
Subtotal:----	0	0	0	0	0	18,005	14,009	50,884	48,022	196,161
HOPS & PROOUCTS MT										
HOP EXTRACT	321	644	1,170	1,307	4,394	8,056	7,924	22,665	19,447	70,104
HOP PELLETS	1,033	976	2,255	2,104	6,822	6,531	4,850	13,520	10,787	39,412
HOPS, NSFP	490	307	1,166	1,316	2,854	3,128	2,247	6,789	7,308	17,720
Subtotal:----	1,845	1,928	4,591	4,728	14,070	17,716	15,022	42,974	37,542	127,237
WINE KL										
GRAPE WINES	6,952	12,053	28,738	36,141	123,669	11,769	21,452	46,211	65,554	200,972
OTHER WINE PROOUCTS	1,164	1,042	3,763	3,692	12,519	1,112	1,559	3,818	4,440	15,044
Subtotal:----	8,117	13,096	32,501	39,834	136,188	12,882	23,012	50,030	69,994	216,017
MISCELLANEOUS KL										
BEER & BEVERAGES	54,183	50,049	180,355	194,865	834,125	32,317	29,116	107,379	116,517	508,824
EOI8LE PREPARATIONS	20,160	16,026	55,649	49,934	194,915	157,097	60,045	311,251	177,010	801,362
GINSENG	90	63	644	603	908	10,063	6,691	44,921	55,631	65,652
POTATO CHIPS	5,415	4,153	23,623	15,510	69,692	15,726	11,420	66,001	43,888	190,478
OTHER MISC.	0	0	0	0	0	20,541	26,074	68,090	79,566	264,936
Subtotal:----	79,850	70,293	260,273	260,913	1,099,641	235,746	133,348	597,645	472,614	1,831,255
Grand Total:						840,381	745,783	2,559,110	2,482,325	9,108,450

U.S IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
DEC 95

GROUP & COMMODITY		QUANTITY CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT	MT										
APPLES		4,602	6,280	21,867	33,974	142,315	1,982	2,935	6,845	11,839	95,959
AVOCADO		2,215	1,178	15,171	14,877	18,869	1,480	821	15,921	13,004	17,636
BANANA		277,272	283,658	916,856	906,964	3,673,712	76,771	80,019	247,116	256,887	1,052,675
CANTELOUPE		22,753	30,682	48,176	51,324	274,960	6,335	8,732	13,812	15,203	81,334
GRAPE		26,503	13,203	27,774	13,752	363,687	25,480	23,989	26,680	24,767	305,123
KIWIFRUIT		236	705	379	1,717	36,557	166	525	287	1,511	21,709
MANGO		2,672	1,973	5,205	4,845	142,045	2,523	2,019	5,925	6,122	120,810
PEACH		7,548	4,087	8,046	4,264	49,504	4,856	4,374	5,246	4,565	31,822
PEAR		93	403	984	1,505	48,064	261	445	3,208	3,930	26,363
PINEAPPLE		9,546	8,998	29,203	28,950	124,861	3,224	3,246	9,843	10,101	42,735
STRAWBERRY		1,108	1,035	1,815	1,723	26,775	2,034	1,770	3,536	3,285	45,952
OTHER MELON		24,322	30,098	42,683	57,239	262,325	6,428	9,202	12,013	16,628	86,115
OTHER FRUIT		38,841	43,667	137,592	142,351	517,083	18,437	24,333	62,722	67,934	228,312
Subtotal ----		417,717	425,974	1,255,756	1,263,491	5,680,764	149,985	162,418	413,160	435,783	2,156,551
DRIED FRUIT	MT										
DRD APRICOT		1,862	1,460	4,608	4,973	14,219	2,802	3,031	6,945	10,546	23,594
DRD FIG & PASTE		1,284	265	3,850	1,872	12,257	1,378	401	5,283	3,507	14,525
OTHER DRD FRUIT		1,856	2,569	6,440	7,396	21,971	3,005	3,773	9,326	10,501	31,441
Subtotal ----		5,003	4,295	14,899	14,242	48,448	7,186	7,205	21,556	24,555	69,561
FROZEN FRUIT	MT										
FZN BLUEBERRIES		489	504	2,359	2,242	8,364	750	662	3,158	2,775	11,187
FZN STR		1,062	447	1,380	1,108	26,585	1,248	361	1,693	977	26,548
OTHER FZN FRUIT		1,161	1,266	3,790	4,731	24,786	1,147	1,550	3,868	5,654	27,293
Subtotal -		2,713	2,218	7,530	8,081	59,736	3,146	2,574	8,721	9,407	65,030
CANNED/PREP FRUIT	MT										
CANNED OLIVES		4,625	5,333	15,584	17,388	64,089	11,344	14,708	37,286	48,718	163,721
CANNED ORANGES		3,053	3,615	9,826	6,556	50,983	2,362	4,136	7,684	7,327	47,960
CANNED PEACH		1,764	1,888	6,096	5,249	18,166	1,025	1,304	3,495	3,594	10,779
CANNED PINEAPPLE		25,214	17,167	75,291	72,706	298,079	12,665	11,829	36,091	42,003	151,203
MIXED FRUIT		3,972	6,160	10,038	11,828	37,535	3,045	5,263	7,651	10,490	30,492
PREP/PRES FRUIT		4,892	4,400	17,912	15,447	70,887	6,201	6,125	22,695	22,376	90,999
OTHER CANNED FRUIT		4,937	4,792	13,315	16,061	60,419	6,645	6,640	17,441	20,455	78,013
Subtotal ---		48,460	43,358	148,065	145,237	600,161	43,289	50,007	132,348	154,966	573,170
FRT&VEG JUICE (SSE)	KL										
APPLE JUICE		65,960	61,103	236,223	180,820	929,629	16,725	26,944	50,501	73,309	256,927
FCOJ		92,750	55,233	374,867	177,389	885,508	17,320	13,290	66,022	41,765	182,623
GRAPE JU		5,534	13,748	14,783	40,801	62,747	2,201	3,630	5,269	10,962	20,428
PINAP JU		20,935	31,702	60,345	82,638	299,527	4,082	7,278	11,664	17,625	63,778
OTHER FRUIT JUICES		15,927	8,291	54,353	32,494	247,679	13,446	6,505	33,074	22,941	111,099
Subtotal ----		201,108	170,079	740,573	514,144	2,425,093	53,776	57,649	166,532	166,604	634,855
FRESH VEGETABLES	MT										
GARLIC		550	651	1,539	1,642	22,685	664	701	2,053	1,805	29,250
ASPARAGUS		2,499	3,113	8,623	9,882	34,631	3,924	5,388	12,346	16,526	55,663
BELL PEPPER		12,337	18,130	20,486	31,868	131,363	19,580	14,560	33,381	29,792	177,121
CARROTS		13,835	11,773	38,828	38,433	101,168	4,028	3,120	10,029	9,563	27,064
CHILI PEPPER		5,016	5,586	11,301	20,391	79,553	6,455	5,583	12,918	13,601	67,491
CUCUMBER		32,838	40,775	57,357	79,349	237,483	18,932	8,135	29,702	18,013	127,518
ONIONS		12,354	13,979	30,990	32,003	216,043	11,853	10,967	29,460	33,362	129,063
POTATO, INCL SD		20,131	40,996	54,040	118,210	246,481	4,032	8,345	10,993	23,133	44,505
SQUASH		15,040	15,033	29,961	37,263	111,486	11,729	4,187	21,853	11,758	83,567
TOMATOES		28,712	55,254	57,593	118,748	559,771	30,026	57,335	53,547	97,998	406,067
OTHER FRESH VEGETAB		36,359	39,853	86,795	98,793	396,143	26,393	22,035	53,493	54,485	240,702
Subtotal ----		179,676	245,148	397,517	586,586	2,136,811	137,621	140,360	269,781	310,040	1,388,016
CANNED/DEHYD VEGET	MT										
CND ARTICHOKE		645	1,375	2,712	5,403	20,901	1,231	2,550	5,241	10,210	37,731
CANNED BAMBOO		2,429	2,321	8,314	10,745	27,340	1,955	2,501	6,326	10,591	23,198
CND MSHROOMS		3,796	4,222	12,269	12,014	71,765	10,135	9,657	31,776	28,131	167,112
CND PIMIENTO		1,027	774	2,664	1,974	8,580	1,411	1,111	3,763	2,777	11,639
CND TOM		3,408	4,123	10,353	13,178	56,988	1,179	1,724	3,616	5,739	23,520
CANNED WATERCHESTNU		1,483	797	5,589	3,129	33,353	1,321	561	4,623	2,271	23,904
TOMATO PASTE & SAUC		3,218	1,890	9,488	8,329	50,443	2,487	2,016	6,969	7,627	42,627
DRIED MUSHROOMS		262	122	516	305	2,352	2,420	1,900	5,536	4,478	22,432
DRIED TOMATOES		450	448	1,395	1,465	5,587	1,680	1,573	5,308	5,403	21,544
OTHER DEHYD VEGETAB		9,996	10,982	27,019	29,732	107,852	9,296	10,316	25,878	28,487	102,769
OTHER CANNED VEGETA		18,618	17,383	50,396	52,266	210,672	18,411	17,574	50,556	51,575	197,700
Subtotal ----		45,336	44,441	130,720	138,546	595,839	51,532	51,487	149,595	157,296	674,181
FROZEN VEGETABLES	MT										
BROCCOLI FZN		13,428	13,371	39,008	46,546	169,617	8,295	7,819	24,517	26,967	101,122
CAULIFLOWER FZN		5,208	3,131	14,103	9,022	24,473	2,811	1,894	8,444	5,458	15,663
POTATO FZN		14,729	15,855	41,534	43,504	159,056	8,631	9,346	23,836	26,150	96,764
OTHER VEG FZN		9,203	9,205	44,015	54,477	219,639	7,515	8,078	24,783	25,438	98,674
Subtotal ---		42,570	41,563	138,661	153,551	572,785	27,253	27,138	81,583	84,015	312,224
TREE NUTS	MT										
BRAZILS TOT		723	532	2,244	1,295	10,643	1,720	1,381	5,457	3,386	19,939
CASHEWS TOT		4,738	4,128	14,320	13,192	55,278	20,298	20,318	62,664	65,821	243,521
COCONUT		3,738	4,641	14,664	16,368	58,370	2,983	3,357	11,729	12,838	47,599
PECANS		6,005	8,818	14,626	15,844	25,275	14,580	13,639	33,016	27,240	72,806
OTHER NUTS		2,313	1,346	8,470	6,905	22,594	9,143	5,916	31,042	24,932	88,436
Subtotal --		17,519	19,467	54,326	53,606	172,163	48,727	44,613	143,910	134,220	472,303
NURSERY PRODUCTS	M										
CARNATIONS		107,941	114,328	287,590	320,311	1,149,989	9,665	10,929	24,565	30,225	107,806
CHRISTMAS TREES		448	448	2,012	2,082	2,013	3,901	3,675	17,250	18,047	17,268
CHRYSANTHEMUMS		53,239	54,938	151,313	177,835	616,201	5,754	6,373	16,779	20,043	71,869
ROSES		37,974	47,903	138,555	165,036	750,511	6,596	10,458	23,608	32,235	143,513
TULIP BULBS		4,249	7,800	77,676	86,567	321,236	448	1,007	9,485	11,550	40,542
OTHER CUT FLOWERS		0	0	0	0	0	10,774	12,406	31,789	36,368	149,908
OTHER NURSERY PRODU		0	0	0	0	0	21,039	25,626	68,790	78,760	272,053
Subtotal ----		203,854	225,419	657,148	751,834	2,839,951	58,181	70,477	192,268	227,230	802,962
HOPS & PRODUCTS	MT										
HOPS & PELLETS		768	1,249	1,077	1,618	5,190	5,250	8,170	6,632	10,547	34,466
OTHER HOP PRODS		125	0	126	1	555	787	0	793	38	3,403
Subtotal.- -		893	1,249	1,204	1,619	5,746	6,037	8,170	7,425	10,585	37,870
WINE	KL										
RED WINE		9,474	9,955	34,537	37,265	125,483	35,059	40,119	125,977	152,483	453,968
SPARKLING WINE		2,802	2,106	13,623	14,452	29,393	22,070	20,159	113,652	137,309	266,227
WHITE WINE		7,375	7,851	27,633	29,760	94,579	23,088	26,187	89,945	100,349	303,476
OTHER WINE PRODUCTS		0	0	0	0	0	5,744	4,921	22,718	22,108	75,048
Subtotal.-- -		19,652	19,913	75,794	81,478	249,456	85,963	91,388	352,293	412,250	1,098,720
MISCELLANEOUS	KL										
BEER & BEVERAGES		96,914	101,916	305,631	356,410	1,379,486	82,581	90,485	258,959	313,636	1,161,364
OTHER MISC		0	0	0	0	0	67,023	73,916	205,387	232,701	857,539
Subtotal:----		96,914	101,916	305,631	356,410	1,379,486	149,605	164,401	464,346	546,337	2,018,903
Grand Total							822,307	877,895	2,403,524	2,673,295	10,304,353

EXPORT NEWS AND OPPORTUNITIES

GSM-102 Credit Guarantee Program: Credit limits expanded for Egypt, Mexico, East Caribbean and Central American Regions

Table 1 (below) lists registrations in FY 1996 through March 15 for various horticultural commodities and products. Earlier this month the credit lines for Egypt, Mexico, East Caribbean and Central American Regions were increased by $58, $400, $20 and $20 million respectively. Under the GSM-102 credit guarantee program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable letter of credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. The table on the next page presents FY 1996 allocations by country by commodity and product. A distinctive feature of the FY 1996 GSM-102 is the move toward more "commodity basket" programs, i.e., one country allocation under which are listed several commodities and products that may be registered on a first-come, first-served basis. This structure provides more flexibility to exporters in registering different sizes of shipments under the program. Repayment terms vary under the program, from the standard 3-year to 90-day terms. For details on terms and authorizations see the footnotes to the Table. Note: applications to include other horticultural commodities and products in GSM-102 programs will be considered by FAS. (For further information on the GSM-102 program for horticultural commodities, contact Robert Knapp, 202-720-6877.)

Brazil opens market to Florida citrus effective March 1

During technical meetings held in early February, USDA and Brazilian plant quarantine officials reached agreement on entry requirements for citrus from the state of Florida. The understanding followed a visit by Brazilian officials to citrus producing areas in Florida in December 1995. In order to allow Brazil time to implement the logistical requirements of the agreement, the effective date of the market opening was delayed until March 1. Florida citrus industry sources view Brazil as a market with promising potential.

Over the past several years, Brazil has emerged as an important new outlet for U.S. horticultural products, including fresh fruit. In CY 1995, shipments of fresh fruit were valued at $21 million, up 41 percent from the previous year. Some uncertainty remains over Brazil's phytosanitary requirements for several of the key commodities, notably apples, pears, and table grapes. However, the two sides are continuing to hold technical discussions and it is hoped the outstanding concerns can be favorably resolved in the near future.

The opening of the Brazilian market to Florida citrus comes at an opportune time, as the industry is faced with increasing production in the coming years. Efforts to open up other, currently closed markets are ongoing. These include Mexico, Argentina, Australia, and China.

WORLD TRADE SITUATION AND POLICY UPDATES

EU Commission proposes to apply special safeguard clause for fruit and vegetable imports

The EU Commission is considering applying the GATT special safeguard clause (SSC) to fruit and vegetable imports from third countries. According to the proposal, an additional duty would be applied when either the price of third country imports falls below a certain trigger level, or the volume of these imports reaches a certain trigger level within the marketing year. Although the GATT permits the use of the SSC, the U.S. Government has concerns about the need for the EU to apply such measures in light of protective

FY 1996 GSM-102 Credit Guarantee Coverage 1/

Country/Commodity	Announced Allocations FY 1996 ($1,000)	Exporter Applications Approved FY 1996 ($1,000)	Balance ($1,000)
China	100,000	0	100,000
Potatoes 2/	0	0	0
Hops and Products	0	0	0
India	15,000	0	15,000
Treenuts 3/	0	0	0
Indonesia	160,000	52,500	107,500
Potatoes 2/	0	0	0
Tree nuts 4/	0	0	0
Fresh fruit 19/	0	0	0
Raisins and dates	0	0	0
Papua New Guinea 5/	1,000	0	1,000
Canned Vegetables	0	0	0
Czech Republic	10,000	0	10,000
Potatoes 6/	0	0	0
Apples	0	0	0
Slovakia	10,000	0	10,000
Frozen Concentrated Orange Juice	0	0	0
Poland 5/	25,000	0	25,000
Potatoes 2/	0	0	0
Russia 5/	50,000	28,000	22,000
Canned or Frozen Vegetables 7/	0	0	0
Fresh Fruits 8/	0	0	0
Frozen Concentrated Orange Juice	0	300	0
Almonds	0	0	0
Potatoes	0	0	0
Potato Flakes	0	0	0
Egypt 9/	160,000	94,600	65,400
Potatoes 6/	0	0	0
Tunisia	75,000	15,300	59,700
Almonds/Walnuts	0	0	0
Raisins	0	0	0
Southern Africa Region 10/	50,000	4,200	45,800
Tree nuts 4/	0	0	0
Potatoes 2/	0	0	0
East Caribbean Region 11/	70,000	30,800	32,200
Fresh fruit 12/	0	0	0
Mexico 13/	1,100,000	927,700	172,300
Almonds	0	0	0
Fresh Fruits 14/	0	0	0
Hops and Products	0	700	0
Potatoes 6/	0	220	0
Andean Region 15/	200,000	143,100	56,900
Tree Nuts and	0	0	0
Fresh Fruits 16/	0	0	0
Central America Region 17/	60,000	37,100	22,900
Potatoes 6/	0	0	0
Argentina	20,000	0	0
Potatoes	0	0	0
Brazil	150,000	32,900	117,100
Fresh Fruit 18/	0	0	0
Potatoes 6/	0	0	0

1/ Coverage announced for FY 1996 as of March 15, 1996 as detailed in FAS Program Announcements (tel: 202-690-1621 for information); unless otherwise noted, terms are FOB, 90-days to 3 years. 2/Cut and frozen for french fries, and potato flakes. 3/ Walnuts, pistachios, almonds. 4/ Almonds, walnuts. 5/ Terms are 90 days to one year; for 1-yr terms for Russia, principal repayments plus accrued interest are due at 6-month intervals; C&F coverage also available to point of first ocean discharge for non-Russian flag carriers (see Program Announcement for details). 6/ Cut and frozen for french fries. 7/ Canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach). 8/ Apples, oranges, tangerines, lemons, and pears. 9/ Egypt program (90-day to one year terms) authorized at $160-million level for FY96, details for remaining $60 million will be issued later. 10/ Angola, Botswana, Burundi, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, South Africa, Swaziland, Tanzania, Uganda, Zaire, Zambia, Zimbabwe. 11/ Barbados, Grenada, Guyana, St. Lucia, St. Vincent and the Grenadines, Suriname, and Trinidad and Tobago; $70 million authorized for FY96, details of remaining $20 million will be issued later. 12/ Apples, grapes, pears, plums, and peaches. 13/ Mexico's terms are 90 days to 2 years; $1.25 billion authorized for FY96, details for remaining $550 million will be issued later. 14/ Apples, pears, plums, peaches, nectarines, kiwifruit, and strawberries. 15/ Includes Bolivia, Colombia, Ecuador, Chile, Peru, and Venezuela; $350 million authorized for FY96, details for remaining $150 million will be issued later. 16/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries. 17/ Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama; $60 million authorized for FY96, details for remaining $20 million will be issued later. 18/ Apples; Brazil coverage is for one-year terms; the FY96 authorization is for $255 million, details of the remaining $105 million will be issued later. 19/ Fresh fruit including apples, grapes, oranges, pears, plums, prunes, cherries, and lemons.

measures already built into the EU import regime.

EU proposes modifications to the banana regime

On March 6, 1996, the EU Commission adopted a proposal to modify the EU's banana regime, which grants preferential access to African Caribbean and Pacific Countries (ACP). The modifications would alter the distribution of the tariff-rate quota among the three categories of operators (A, B, and C), and permit non-traditional ACP bananas to be imported (90,000 tons) under the same conditions for traditional ACP bananas. The proposed changes are linked to a 353,000 ton increase in the EU's banana import quota to 2.553 million tons to take account of the accession of Sweden, Finland, and Austria to the EU. The EU Council of Ministers will vote on whether or not to adopt the proposal into EU law. The main proposals reported by the Commission are as follows:

1) The three new member States (Sweden, Finland, and Austria) have a different historic pattern of banana imports the EU-12, since all bananas imported into these 3 countries came from the dollar zone "Latin American countries". Under transitional regulations (outside 92/404) uninhibited by the EU's tariff-rate banana quota. (See March 1996 World Horticultural Trade and U.S. Opportunities for additional details on transitional regulation.) Under the Commission's proposal, "Category A" operators, within the EU as a whole, who traditionally imported Latin American bananas would be given 70.5 percent of the import quota, up from 66.5 percent; "Category B" operators marketing EU and/or traditional ACP bananas would be given 26 percent of the quota, down from 30 percent; and the share for new "Category C" operators marketing non-EU or non-traditional ACP bananas would be unchanged at 3.5 percent. According to the EU Commission, the proposed percentage allocation to traditional traders in ACP and EU bananas of the higher tariff quota of 2.553 million tons would be reduced, but the actual volume available under the proposal reportedly would remain unchanged and therefore the level of protection for these suppliers would be maintained.

However, this proposal to increase the EU banana tariff-rate quota for third country, Latin American, bananas for the 3 new members by 353,000 tons would deprive U.S. banana marketing firms of about 104,000 tons, or 29.5 percent of the licenses they now hold for bananas imported into Sweden, Finland, and Austria.

2) Part of the current 2.2 million ton tariff-rate quota for the EU-12 is reserved for non-traditional ACP bananas, which can enter duty free but must be imported on the basis of a tariff-rate quota import license. Reportedly, it has been found that although these bananas can enter duty free, operators who have a license tend to prefer to use that license for Latin American bananas as the tariff savings do not compensate for the higher price of ACP bananas. To help overcome this difficulty, it is proposed to allow the importation of the 90,000 tons of non-traditional ACP bananas under the same license requirements as for traditional ACP production.

At present, 3.5 percent of the tariff-rate quota is reserved for new operators. However, there is no facility for new operators to be categorized as established operators. It is therefore proposed under certain conditions, to allow new operators to move to Category A after 3 years.

ITC initiates Section 201 investigation on U.S. tomato and pepper imports from Mexico

On March 22, the International Trade Commission (ITC) officially initiated a Section 201 investigation to determine whether fresh tomatoes and bell peppers are being imported into the United States from Mexico in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the U.S. domestic industry. The ITC investigation is in response to a petition filed on March 11 on behalf of the Florida vegetable industry. An affirmative finding from the ITC could result in

relief measures including duties, tariffs, quotas, and adjustment assistance. If injury is found, the ITC will report its findings and recommendations to the President on September 9, 1996. The President would have up to 60 days to make a decision on the recommendations (he can accept, reject, or modify).

Brazil's 1995 orange juice production and exports revised upward

Brazil's total orange juice production estimate for 1995 (Brazilian marketing year 1995/96) has been increased 20,000 tons to 1.02 million tons (65 degrees brix). The higher estimate is based on increased orange production and processing estimates for the Sao Paulo commercial orange area.

The U.S. agricultural office in Sao Paulo has raised Sao Paulo state orange production estimate for 1995 (harvest beginning in mid-1995 and extending until early 1996) from 345 to 355 million boxes (40.8 kilos). The higher estimate is based on good fruit development (due to frequency of rains) and larger production of off-season fruit (temporona). Sao Paulo's oranges for processing estimate for 1995/96 is increased from 240 to 250 million boxes.

Orange juice extraction rates in Sao Paulo are revised down further from 4.08 to 4.0 kilograms of FCOJ (65 degrees brix) per box due to frequency of rains in early 1996. Extraction rates reached a record 4.50 kilograms per box in 1994, the result of drought.

The MY 1995/96 total Brazil orange juice export forecast has been increased by 20,000 tons to 986,000 tons. The MY 1995/96 Brazilian FCOJ ending stocks forecast is unchanged. See FCOJ supply/demand table on the next page.

BRAZIL: SUPPLY AND DISTRIBUTION OF ORANGES AND FCOJ 1/

	1993	1994	1995
Oranges, Sao Paulo		**Million Boxes 2/**	
Production 3/	306	311	355
Fresh Consumption	55	62	103
Fresh Exports	2	3	2
Processed	249	246	250
FCOJ, Brazil		**1,000 Metric Tons, 65 Degrees Brix 4/**	
Beginning Stocks 5/	105	105	155
Production			
Sao Paulo	1,065	1,110	1,000
Other States	53	16	16
Total	1,118	1,126	1,016
Exports 6/			
Sao Paulo	1,047	1,038	970
Other States	53	16	16
Total	1,100	1,054	986
Consumption	18	22	22
Ending Stocks	105	155	163
FCOJ Yields (kg/box)	**4.23**	**4.50**	**4.00**

1/ Harvesting and processing usually begin in late April or early May. Marketing season for FCOJ begins on July 1 of year indicated.
2/ 40.8 kilograms or 90 pounds.
3/ Includes oranges produced in Sao Paulo's commercial citrus zone, plus tangerines used for processing.
4/ One metric ton at 65 degrees Brix equals 344.8 gallons at 42 degrees Brix, or 1,405.88 gallons at single strength equivalent.
5/ Sao Paulo stocks.
6/ Includes tangerine juice.

Processed Tomato Products Situation and Outlook In Selected Countries

Canned tomatoes and tomato paste production in selected countries in 1995/96 are expected to total 1.76 million tons and 1.39 million tons, up 1 and 9 percent respectively. Increased consumer demand for tomato products in 1995/96 is expected to boost selected country tomato paste exports by 9 percent and canned tomato shipments by 2 percent. Turkey is expected to account for a large share of the increase in tomato paste exports. U. S. tomato product exports in marketing year (July-June) 1994/95 reached a record $197 million, up 8 percent from the previous year. U.S. tomato product exports during the first 6 months of marketing year 1995/96 (July-December) were valued at $98 million, slightly ahead of last year's record setting pace. Most of the gain in tomato product exports is due to greater movement of product to Canada, Japan, Dominican Republic, Haiti, Colombia, and Middle East countries.

Summary

The revised 1995 production estimate for processing tomatoes in 11 major producing countries is 21.18 million tons, down slightly from an earlier forecast of 21.43 million tons, due mainly to lower production volumes in the United States, Italy, Turkey and Mexico. The revised production estimate is 1 percent above the level registered in 1994. This upturn mainly reflects a 59 percent increase in Turkey's processing output, along with marginal increases in Brazil, Chile, Israel and Greece, which more than offset declines from most of the western Mediterranean countries.

Production of tomato paste in selected countries in marketing year 1995/96 is estimated at 1.4 million tons, up 9 percent from 1994/95. Production in EU countries, accounting for 56 percent of total production, declined by 10 percent from 1994/95. Of the EU countries, Italy accounted for 38 percent of the EU's production, followed by Greece with 25 percent, Portugal with 18 percent, Spain with 13 percent and France with 5 percent.

Exports of tomato paste from selected countries in 1995/96 are forecast 977,000 tons, up 9 percent from last season, with Turkey expected to account for most of the increase.

End of season tomato paste stocks in selected countries in 1995/96 are forecast up 52 percent from 1994/95, but sharply below 1992/93 and 1993/94 levels. The stock change in 1995/96, as well as in 1994/95, mainly reflects an adjustment in the Turkish marketing year from a calendar year to a September through August season to more accurately reflect Turkey's production cycle. For further details see tomato stocks under the Turkish narrative.

Canned tomato production in 1995/6 in 6 major producing countries is estimated at 1.76 million tons, up slightly from 1994. Italian production accounted for 77 percent of the total output, followed by Spain with 12 percent. France, Brazil, Chile and Greece made up the balance. There are no available statistics for canned production in the United States, but total production is believed to be the largest in the world.

Exports of canned tomatoes in 1995/96 are forecast 765,000 tons, up about 2 percent from 1994/95. Italy is expected to account for most of the increase.

Canned tomato carryover stocks for selected countries are forecast to decline for the third consecutive year, from 337,681 tons at the end of 1992/93 to 128,000 tons at the close of 1995/96.

Processed Tomato Production in Selected Countries
(1,000 Metric Tons)

Country	1992	1993	1994	1995	1996
North America					
United States	7,963	8,778	10,471	10,230	NA
Mexico	52	340	350	275	275
Total	**8,015**	**9,118**	**10,821**	**10,505**	**NA**
South America					
Brazil	707	670	878	965	1,100
Chile	515	611	745	902	1,007
Total	**1,222**	**1,281**	**1,623**	**1,867**	**2,107**
Western Mediterranean					
Italy	3,200	3,500	3,500	3,350	NA
Greece	966	1,056 1/	1,145 2/	1,150	NA
Spain	768	894	1,212	965	NA
Portugal	447	501	865	831	NA
France	247	238	277	280	NA
Total	**5,628**	**6,189**	**6,999**	**6,576**	**NA**
Eastern Mediterranean					
Turkey	1,500	1,050	1,225	1,950	NA
Israel	161	205	259	277	NA
Total	**1,661**	**1,255**	**1,484**	**2,227**	NA
Total Mediterranean	**7,289**	**7,444**	**8,483**	**8,803**	**NA**
Grand Total	**16,526**	**17,843**	**20,927**	**21,175**	**NA**

1/ Includes approximately 30,000 tons diverted to the fresh market.
2/ Includes approximately 20,000 tons diverted to the fresh market.
Source: Production Estimates and Crop Assessment Division, FAS, USDA.

United States

Processing tomato output down slightly

Production of tomatoes for processing in the United States in 1995 is estimated at 10.23 million tons, down 2 percent from the record level in 1994. The downturn was precipitated by below-average yields in California and Michigan due to unfavorable weather, which more than offset a marginal increase in the total U.S. area harvested. California accounts for over 90 percent of the processing tomato acreage in the United States.

The United States is the world's largest producer of processed tomato products, with tomato concentrates (especially tomato paste, sauces and catsup) accounting for the majority of the products. Statistics for U.S. tomato paste production are not available.

Wholesale prices for tomato paste have declined

According to the California League of Food Processors, December 1 stocks of processed tomatoes (fresh equivalent) were up 9 percent from the previous year. Because of larger supplies, wholesale prices for tomato paste (55 gallon drums) in the first quarter of 1996 weaken considerably to 35 cents per pound.

Strong domestic and export demand drives U.S. tomato market

Strong domestic and export demand for processed tomato products continues to drive the tomato market. According to the USDA Economic Research Service, per-capita domestic use of processed tomatoes (on a fresh-weight basis) is estimated to have reached a record 79 pounds per person in 1995. This is the fresh-equivalent of 9.1 million tons of tomatoes--far more than the 1.8 million tons consumed as fresh-market tomatoes. Much of the rising demand since the 1980's is due to increased foodservice use of tomato products in items such as pizza, pasta and salsa. Total food service sales of tomato products in 1995 are estimated at $309 billion with a further 5-percent nominal dollar (before inflation) increase forecast for 1996. Quick service restaurants account for about a third of food service sales. Quick service restaurant sales are estimated at $97 billion in 1995 and the industry is projecting a further 6-percent nominal gain in 1996.

U.S. exports of tomato products are ahead of last year's record setting pace

During the first 6 months of marketing year 1995/96 (July-December), U.S. exports of tomato products were valued at $98 million, slightly ahead of last year's record setting pace.

In marketing year (July-June) 1994/95, U.S. exports of tomato products reached a record $197 million, up 8 percent from the previous year. Canada continued to take the largest share of U.S. tomato products, accounting for approximately 51 percent of the total value. Other important export markets included Japan, Mexico, Korea, Rep., Hong Kong, Taiwan, Italy, Brazil, Netherlands and the Philippines.

Mexico

Mexico's processing production down

Mexico's production of tomatoes for processing in 1995 has been revised downward from 300,000 tons to 275,000 tons. Reduced plantings, partially because of a bumper crop in the United States, Mexico's largest export market, led to a reduction in processing tomato production. Early-season assessment of the 1996 crop, which will be harvested this spring, point to an outturn of 275,000 tons, about the same output as in 1995. Because of high production costs, limited water supplies in Sinaloa, limited credit availability, and low domestic prices it is unlikely that a significant expansion in Mexico's tomato production for processing will take place within the next 3 to 5 years. Total area planted to tomatoes for 1996 is estimated at 75,000 hectares, with 6,800 hectares for processing. Planted area for fresh and processing tomatoes is forecast down slightly because the water supplies in the State of Sinaloa--where virtually all of Mexico continue to be low, with no rainfall during the summer months. Although, area planted in Sinaloa has been decreasing slightly in recent years, producers are

using technological advances to achieve higher yields.

Technological advances such as the use of plastic ground covers and drip irrigation systems continue to gain acceptance. These techniques help control diseases, lower chemical costs, and increase yields.

Tomato paste production slows

The bulk of Mexico's processed tomato production is devoted to tomato paste. Tomato paste production in MY 1996/97 (March to February) is forecast to approximate the MY 1995/96 output of 40,000 tons. In MY 1995/96, the quality of tomato paste produced in Mexico reportedly was good and large volumes were sold to Europe. Traditionally, exports account for over 80 percent of Mexico's total paste production. Industry officials indicated that due to surplus production of tomato paste in the United States Mexico diverted most of its tomato paste exports to other countries. In MY 1995/96, the United States was not the main export market for Mexican tomato paste production.

Eight tomato paste processing plants operate in Mexico. The majority of these plants are located in the state of Sinaloa, and operate from March to June. These plants are controlled by both Mexican and multinational firms who produce paste under their own labels and for use in other products such as catsup, sauce, hot sauce, sardines, and other paste products. The total processing capacity for paste production in Sinaloa is approximately 6,350 tons per day. Most of the tomatoes for processing are contracted by the processors directly with local growers. If additional produce is needed, tomatoes are purchased on the cash market. Tomato paste is made at different concentrations depending on the use: 29, 31, 36 and 44 degrees brix.

In 1995/96, domestic consumption of tomato paste is forecast at 10,000 tons, down 9 percent from 1994/95. With the high costs of capital and the shortage of warehouses, processors are encouraged to sell excess supplies into the domestic market rather than maintain inventories.

Brazil

Tomatoes for processing up dramatically

Production of tomatoes for processing in 1995 has been revised upward to 965,000 tons from an earlier forecast of 850,000 tons, due to favorable weather and higher yields. The preliminary 1996 forecast for processing tomatoes is 1.1 million tons, an increase of 14 percent from 1995. Higher yields are forecast for 1996 because of improved grower prices resulting from increased industry demand for processing tomatoes.

In Brazil, processing tomato production is carried out under contract between growers and processors. Tomatoes are produced in all states of Brazil. The major regions where tomatoes for processing are grown are Sao Paulo, the Sao Francisco River Valley in the Northeast, and the Cerrado regions of Goias and Minas Gerais States. The central and southern regions harvest tomatoes from June to November, while the northern region harvests tomatoes from May to October.

Processors extend credit and financial assistance to growers

In Brazil, tomato processors extend technical assistance, credit, as well as certified seeds to growers. In this way, processors have supply guaranteed, and growers have a guaranteed market and price for their crop. The required capital investment in tomato production for processing tomatoes is estimated at about US $2,500 per hectare. A substantial number of growers of processing tomatoes irrigate their crops, mostly in Sao Paulo, Goias, Minas Gerais, Bahia and Pernambuco. The estimated cost of irrigation equipment runs about US $1,500 per hectare.

Brazil's annual production of tomato products includes tomato puree (17 to 18 percent TSS) accounting for about 50 percent of total processed production; tomato paste (26 percent TSS), accounting for about 30 percent of the processed production; and tomato

sauce, catsup and juice accounting for the balance of production.

There are four major processing tomato firms which produce approximately 76 percent of the tomato extract; 97 percent of the tomato pulp and puree, and 94 percent of the tomato sauce.

According to Brazilian tomato processors, product yield averages are as follows: 4.5 kilograms of fresh tomatoes are used to produce one kilogram of paste; 2.5 kilograms of fresh tomatoes are used to produce one kilogram of puree; and 2.5 to 2.7 kilograms of fresh tomatoes are use to produce one kilogram of tomato sauce.

Exports slow in 1995

During the first 10 months of 1995, Brazil's exports of tomato products were valued at about US$15.0 million. Exports in 1994 were valued at US$16.0 million. The primary markets were Argentina, Paraguay, and Uruguay. Brazil's imports of tomato products during the same period in 1995 were valued at about US$49 million, with tomato paste accounting for 57 percent of the total value.

Chile

Processed tomato production up significantly

Chile's production of tomatoes for processing in 1995 has been revised from 745,000 tons to 902,000 tons up 21 percent from 1994, because of a 6 percent increase in harvested area and a 15 percent rise in yields. This dramatic increase was attributed to favorable export prospects for processed tomato products and the current profitability of tomatoes compared to sugar beets, tobacco and other competing crops. Production of processing tomatoes in 1996 is forecast at 1.0 million tons.

Tomato output has increased as a result of higher yields and expansion of planted area. Through advanced cultural practices, the development of new varieties and the use of hybrid seeds, yields have risen to about 70 metric tons on average per hectare.

Chile's processed tomato industry is composed mainly of tomato paste and canned tomatoes, whole-peeled, diced-peeled and crushed.

Chile's processing plants near capacity

After 1996, the area planted to processing tomatoes is expected to stabilize as a result of the tight labor situation and the fact that the tomato processing industry is operating near full capacity. The annual installed capacity in Chile is about 95,000 tons to 100,000 tons of tomatoes. There are 8 major tomato processing plants, 6 of which have a production capacity of 10,000 tons or more.

Chile's output of processing tomatoes has expanded rapidly over the last decade, principally as a result of strong international demand for tomato paste. Chile's excellent climate for tomato growing was another important factor in the dramatic growth in planted area and production. Tomatoes in Chile are planted from mid-September through early December of each year and harvested from around January 10 through April 15. For the planting season, frosts are an important limiting factor.

The tomato industry in Chile produces mostly a 30 to 32 degree brix paste. However, small amounts of product slated for the Japanese market are produced at 28 to 30 brix.

Tomato paste production up

Tomato paste is produced mainly for the export market. In 1995, tomato paste production in Chile totaled 118,000 tons, up 28 percent from the previous year. According to the U.S. agricultural attache, Chile's tomato paste industry has been operating near its production capacity for the last few years as a result of a consistent growth in foreign demand. A much smaller rate of expansion can be expected in the coming years due to increased competition from countries with a comparative advantage in tomato production, such as Peru. Chile's largest tomato product industry has recently invested heavily in a processing plant in Peru, and further expansion is likely. Tomato production in Peru has many advantages over Chile, including an extended production season of around 9 months, compared to only 3 months in Chile. Also, Peruvian tomato products are exported duty free into the United States

(Andean country agreement preference) and most European countries.

Tomato paste exports up

In 1995, tomato paste exports totaled 110,000 tons, which accounted for approximately 93 percent of the total paste production. Brazil and Japan accounted or 42 and 16 percent of exports, respectively. Other principal markets include Argentina, Dominican Republic, Guatemala, Honduras, Venezuela, Colombia and Mexico.

Mediterranean Area

European Union

The 1995 harvest of tomatoes for processing in the major producing countries of the European Union (EU) is estimated at 6.6 million tons, down 3 percent from 1994 because of significantly smaller crops in Italy and Spain. The Common Agricultural Policy (CAP) reform for Mediterranean products, currently being discussed in Brussels, is close to being settled. The CAP reform is likely to include measures to improve product quality, revamp the organization of the processing sector, and change the current market organization. It is unlikely the EU production quota system will be altered since it is widely believed within the EU that the quota system is the best way to control output. The EU's 1995 minimum grower prices for processing tomatoes, in ECU terms, were increased 19 percent, to 9.549 ECU per 100 kilograms for tomatoes to be processed into paste, juice, or non-whole products; 15.807 ECU per 100 kilograms for whole San Marzano variety tomatoes; and 12.161 for whole Roma variety tomatoes and tomatoes for producing flakes. There is no change in the overall EU production quota, which remained at the 1992 level of 6,561,787 tons.

Italy

Processed tomato production is unchanged

Tomatoes for processing production in Italy in 1995 is unchanged from an earlier estimated of 3.4 million tons despite a 13 percent increase in harvested area. In fact, output of processed tomato products declined 4 percent from the level registered in 1994. Low spring temperatures and heavy rains in August resulted in poor yields and late harvesting. Quality also was adversely affected by the inclement weather, but remained within the required standard. The processing season is normally concentrated in August and the beginning of September, but in 1995 the processing season continued until October. The amount of tomatoes processed in 1995 is just over Italy's 3.3 million ton EU tomato quota.

Tomato paste production down, while canned tomato production up

Tomato paste production is estimated at 300,000 tons for 1995, down 12 percent from an earlier forecast, and 10 percent below the previous year. Canned tomato production for the same period remain unchanged from an earlier forecast of 1.4 million tons, but up 6 percent from the volume registered in 1994. Italian processors use 5.9 kilograms uce 1 kilogram of tomato paste.

Consumer demand for canned tomato production, such as crushed and diced tomatoes and tomato pulp remain strong, while demand for tomato paste is declining.

Tomato paste stocks reflect realistic level

Official Italian tomato paste production numbers used in the accompanying table are believed to be inflated, due to over-zealous processor claims. However, since there are no reliable estimates regarding the extent of such claims, government production numbers are used. During the 1993/94 marketing year, trade sources confirmed canned tomato paste was not available and there were no stocks. Consequently, to correct the attached tables and to accurately reflect the current market situation, tomato paste consumption for 1993 was arbitrarily increased to include 274,000 tons, the amount of paste production suspected of not being declared over the last several years. This adjustment should eliminate the phantom stocks which have accumulated over the years due to the fraudulent production claims and the rollover stock numbers. Beginning tomato paste stocks are believed to be zero in 1994.

Canned tomatoes and paste exports remain strong

The 1995/96 Italian canned tomato export forecast was revised downwards to 660,000 tons from 670,000 tons forecast earlier, up only 1 percent from 1994/95. The tomato paste export forecast for 1995/96 was revised upwards to 260,000 tons, up 4 percent from an earlier forecast and up 10 percent from 1994/95.

Portugal

Tomatoes for processing production down

Portugal's 1995 production of tomatoes for processing is estimated at 831,000 tons, down 4 percent from both an earlier forecast and the previous year's level. Yields remained high in 1995 because of favorable weather and the increased use of drip irrigation systems. Crop quality and color were reportedly good. Tomato paste, which accounts for the bulk of Portugal's processed production, is estimated at 145,000 tons, down 7 percent from an earlier forecast and down 6 percent from the previous year. Production of other tomato products consists mostly of diced tomatoes (peeled or unpeeled), and crushed tomatoes.

About 80 percent of tomatoes for processing are grown in the "Ribatejo", and remainder are produced in the "Alentejo" region. Traditionally, most of these tomatoes are produced by small farmers on 5 to 10 hectares, which are rented annually by "seareiros". Many of the small "seareiros" are being displaced by larger production units, as farmers shift areas formerly planted to corn into tomato production.

Portugal's total consumption of tomatoes for processing is indicated in the following table:

Portugal: Tomato Processing (Metric Tons)

	1994/95		1995/96	
	Fresh	Processed	Fresh	Processed
Paste	852,616	154,382	819,305	145,076
Whole Peeled	2,492	1,177	0	0
Other	10,089	4,717	11,352	5,189
Total	**865,197**	**160,276**	**830,657**	**150,265**

Source: National Intervention and Guarantee Institute (INGA)

Tomato paste exports steady

Exports of tomato paste account for approximately 85 percent of Portugal's total tomato paste production. Exports in 1995 totaled 125,000 tons, about the same as the previous year's level. The primary export market continues to be the EU. It is still too early to know if the recent EU-enlargement did expand market opportunities as Portuguese exporters had expected. The EU has not yet concluded negotiations with Turkey, the traditional tomato product supplier for Sweden, Finland and Austria, to implement an import quota of 35,000 tons under an EU preferential agreement with third countries. Sales of tomato paste to the Far and Middle East and to Japan continue to increase. Exports to the United States are small, remaining confined to specific market opportunities.

Greece

Greek tomatoes for processing remain unchanged

The 1995 crop of tomatoes for processing in Greece is estimated at 1.15 million tons, unchanged from an earlier forecast, while up only slightly from 1994. Growing conditions were favorable in 1995 and tomato quality was above average.

The production of tomato paste in 1995/96 is 192,900 tons (converted to 28-30 percent TSS basis). Tomato juice and passata production figures are included in total paste production since the National Statistical Service reports foreign trade data under the heading of "tomato pastes" in three groups of products a) below 12 percent TSS concentration, b) between 12-30 percent TSS, and c) over 30 percent TSS.

The EU minimum grower and processing aids to canners for canned whole tomatoes, peeled and unpeeled, as well as crushed tomatoes for the 1995 campaign on a net weight basis as set by EU Regulation Number 1746/95, July 18, 1995 and Ministry of Agriculture Circular Number 378983 of August 1, 1995 were as follows:

	Grower prices	Processing Aid
	(ECU per 100 kilograms net)	
Wholes Tomatoes in Juice/Water		
a) San Marzano Type	15.807	10.843
b) Roma Type & Similar	12.161	7.647 [1/] and 6.500 [2/]
Crushed Tomatoes	9.549	5.353

Notes: [1/] When packed in juice. [2/] When packed in water.

These prices and processing subsidies in ECU's apply to all EU countries.

Spain

Processed tomato production slows

Production of tomatoes for processing in Spain in 1995 is estimated at 965,000 tons, down 9 percent from an earlier forecast and down 20 percent from 1994's level. Dry weather throughout Spain's tomato producing areas, coupled with large carryover stocks of processed tomato products, resulted in a 13--percent reduction in harvested area in 1995. Irrigation water levels for 1996 remain low, despite rains in the tomato producing areas during November and December which alleviated drought conditions.

Canned tomato production in 1995/96 is forecast at 209,000 tons, down 24 percent from 1994/95. Tomato paste production in 1995/96 is forecast at 102,000 tons, down 30 percent from the year before.

Consumption of tomato products in Spain continues at a steady growth rate. This is encouraging processing plants to enlarge their processing capacity.

Turkey

Processing production up

Production of tomatoes for processing in Turkey in 1995 has been revised to 2.0 million tons, up 18 percent from an earlier forecast and up 59 percent from 1994. Although data are not available, planted area reportedly increased significantly in 1995 in response to continued strong demand from processors. The demand from processors was fueled by last year's attractive export prices and high domestic prices due to tight supplies. Generally favorable weather during the growing season resulted in normal yields, although wet weather in September led to some losses and idle capacity.

Turkey has an annual tomato paste production capacity of 375,000 tons, the second largest in Europe after Italy with 400,000 tons capacity.

Commercial tomato paste production in 1995 has been revised upwards to 300,000 tons from 240,000 tons forecast earlier. Good weather prevailing throughout the growing season and normal yields were the primary factors for this revision. However, wet weather in September during the harvest led to some losses and idle capacity. The wet weather also increased the conversion ratio. Based on reports from processors, it required about 6.5 kilograms of tomatoes to produce 1 kilogram of tomato paste.

Tomato paste production is a cyclical business. In response to last year's attractive returns, processors increased installed processing capacity by an estimated 10 percent in 1995/96.

Marketing year change reflects adjustment in stocks

To more accurately reflect Turkey's production cycle the marketing year has been adjusted from January-December to September-August. Previously reported

production and consumption numbers are not affected by this change. Trade data for marketing year 1993/94 and 1994/95 reflect the change to a September-August marketing year. Stock numbers, which previously were based on December estimates, also have been adjusted to reflect stocks available at the end of August, just prior to the beginning of the next marketing year.

Turkey had no exportable stocks during the second half of marketing year 1994/95. To reflect this situation, marketing year 1993/94 stocks were reduced by 74,000 tons to 55,000 tons and that reduction was carried through marketing year 1994/95 and 1995/96. Estimated marketing year 1994/95 ending stocks of around 20,000 tons (net basis) are assumed to be in domestic marketing channels and are equal to about three months of domestic consumption. Marketing year 1995/96 ending stocks are based on trade assumptions.

Trade situation

Most of Turkey's tomato paste exports consist of contracted (custom processed) bulk (aseptic) production. Reportedly, about 150,000 tons have been contracted thus far in marketing year 1995/96 and few if any additional contractors are expected. The remainder of exports will consist mainly of canned generic production sold on a spot basis, mainly to middle Eastern destinations. Border trade, particularly with Iraq, is significant.

Israel

Production statistics for tomatoes for processing are a repeat of those reported in the July 1995, World Horticultural Trade and U.S. Export Opportunities circular.

Production of tomatoes for processing in Israel in 1995 is estimated at 277,000 tons, up 7 percent from 1994. The main producing areas are Jezreel Valley (35 percent), Golan Heights (25 percent), and Western Galilee (15 percent).

Canned processing products include: whole and diced peeled tomatoes, tomato paste, puree, tomato juice, ketchup and pizza sauces. Most Israeli tomato processors produce the whole range of tomato products.

The tomato processing industry in Israel is primarily export-oriented and therefore affected by global trade trends. In 1994, approximately 65 percent of all products was targeted for export and about 35 percent for the local market.

France

Production of processing tomatoes in France in 1995 has been revised downwards to 280,000 tons from 285,000 tons forecast earlier. This production estimate is up only slightly from 1994. Area expansion reflects the continuing effort by growers to increase production and utilize more of their EU-allotted processing tomato quota of 392,406 tons. The share of the 1995's fresh tomato production dedicated for tomato paste processing is estimated at 213,000 tons, compared to 204,000 tons in 1994.

Tomato paste production in France in 1995/96 is estimated at 38,000 tons, up 4 percent from 1994/95. Domestic consumption of tomato paste in France in 1995/96 is estimated at 84,000 tons, well over the production level. Imports account for the balance of the French consumption needs. Imports in 1995/96 are forecast at 48,000 tons, about the same as the previous two years.

For information, please contact Emanuel McNeil at (202) 720-2083.

Canned Tomatoes [1/]: Production, Supply, and Distribution in Selected Countries
Metric Tons Net Weight; Including whole peeled, and/or wedged, diced, crushed, and other non-concentrated products; 1993/94 to Forecast 1995/96

Marketing Year [2/]	Beginning Stock	Production	Imports	Supply Distribution	Exports	Domestic Consumption	Ending Stock
France							
1993/94	3,984	45,233	85,089	134,306	3,898	119,104	11,304
1994/95	11,304	50,200	88,000	149,504	6,000	123,000	20,504
1995/96	20,504	30,000	90,000	140,504	6,000	123,000	11,504
Greece							
1993/94	3,252	23,467	3,806	30,525	9,910	20,000	615
1994/95	615	25,315	3,500	29,430	9,000	20,000	430
1995/96	430	29,000	3,500	32,930	12,000	20,000	930
Italy							
1993/94	315,000	1,228,000	0	1,543,000	466,000	830,000	247,000
1994/95	247,000	1,367,000	5,000	1,619,000	650,000	835,000	134,000
1995/96	134,000	1,456,000	5,000	1,595,000	660,000	840,000	95,000
Spain							
1993/94	15,000	212,000	100	227,100	55,000	170,100	2,000
1994/95	2,000	275,000	100	277,100	60,000	172,100	45,000
1995/96	45,000	209,000	100	254,100	60,000	174,000	20,100
Brazil							
1993/94	0	27,500	813	28,313	4,144	24,169	0
1994/95	0	10,000	334	10,334	1,963	8,371	0
1995/96	0	10,000	300	10,300	2,000	8,300	0
Chile							
1993/94	445	25,870	0	26,315	23,182	3,075	58
1994/95	58	25,000	0	25,058	20,689	3,200	1,169
1995/96	1,169	28,050	0	29,219	25,200	3,250	769
Total							
1993/94	**337,681**	**1,562,070**	**89,808**	**1,989,559**	**562,134**	**1,166,448**	**260,977**
1994/95	**260,977**	**1,752,515**	**96,934**	**2,110,426**	**747,652**	**1,161,671**	**201,103**
1995/96	**201,103**	**1,762,050**	**98,900**	**2,062,053**	**765,200**	**1,168,550**	**128,303**

Source: U.S. Agricultural Attache Reports. [1/] Includes whole peeled, and/or wedged, diced, crushed, and other non-concentrated products. [2/] Marketing years are July-June with the exception of France's which is August-July, and Brazil's which is May-April. Note: For calendar year reference, MY1993/94 would become CY1993.

Tomato Paste: Production, Supply, And Distribution In Selected Countries
Metric Tons Net Weight, 28-30 Percent TSS Basis

Marketing Year [1/]	Beginning Stock	Production	Imports	Supply Distribution	Exports	Domestic Consumption	Ending Stock
France							
1993/94	11,248	32,435	34,203	77,886	3,874	70,749	3,263
1994/95	3,263	36,500	49,223	88,986	2,416	83,302	3,268
1995/96	3,268	38,000	49,000	90,268	3,000	84,000	3,268
Greece							
1993/94	1,129	186,764	2,458	190,351	188,196	2,155	0
1994/95	0	197,949	2,500	200,449	190,000	9,500	949
1995/96	949	192,900	2,500	196,349	185,000	10,000	1,349
Italy							
1993/94	198,000	325,000	46,000	569,000	220,000	349,000 2/	0
1994/95	0	335,000	70,000	405,000	236,000	159,000	10,000
1995/96	10,000	300,000	70,000	3 80,000	260,000	110,000	10,000
Portugal							
1993/94	21,003	96,289	0	11 7,292	98,102	15,000	4,190
1994/95	4,190	154,382	0	158,572	124,656	31,344	2,572
1995/96	2,572	145,076	0	14 7,648	125,000	21,648	1,000
Spain							
1993/94	28,000	111,600	1,500	141,100	69,000	52,100	20,000
1994/95	20,000	145,000	1,000	166,000	75,000	55,000	36,000
1995/96	36,000	102,000	1,500	139,500	75,000	56,000	8,500
Total EU							
1993/94	259,380	752,088	84,161	1,095,629	579,172	489,004	27,453
1994/95	27,453	868,831	122,723	1,019,007	628,072	338,146	52,789
1995/96	52,789	777,976	123,000	953,765	648,000	281,648	24,117
Turkey							
1993/94	55,000	150,000	931	205,931	107,956	79,000	18,975
1994/95	18,975	204,000	800	223,775	122,557	81,000	20,218
1995/96	20,218	300,000	0	320,218	175,000	85,000	60,218
Chile							
1993/94	1,032	76,250	0	77,282	63,968	9,500	3,814
1994/95	3,814	92,321	0	96,135	82,536	10,100	3,499
1995/96	3,499	118,460	0	121,959	110,000	11,450	509
Mexico							
1993/94	0	52,500	0	52,500	46,000	6,500	0
1994/95	0	52,500	0	52,500	41,500	11,000	0
1995/96	0	40,000	0	40,000	30,000	10,000	0
Brazil							
1993/94	0	40,000	32,000	72,000	17,000	55,000	0
1994/95	0	56,000	32,000	88,000	18,000	70,000	0
1995/96	0	150,000	20,000	170,000	14,000	156,000	0
Grand Total							
1993/94	**315,412**	**1,070,838**	**117,092**	**1,503,342**	**814,096**	**639,004**	**50,242**
1994/95	**50,242**	**1,273,652**	**155,523**	**1,479,417**	**892,665**	**510,246**	**76,506**
1995/96	**76,506**	**1,386,436**	**143,000**	**1,605,942**	**977,000**	**544,098**	**84,844**

Source: U.S. Agricultural Attache Reports. 1/ Marketing years are July-June with the exception of France's which is August-July, Brazil's which is May-April, Mexico's which is March-February, and Turkey's which is September-August.
2/ See text. Note: For calendar year reference, 1993/94 MY becomes 1993 CY.

U.S. Exports of Canned Tomatoes, Tomato Paste, Ketchup, and Tomato Sauce, MY 1990/91-1994/95 [1/]
(Metric Tons)

Commodity/ Country	1990/91	1991/92	1992/93	1993/94	1994/95	July-Dec. 1995/96
Canned Tomatoes:	**11,505**	**16,543**	**29,154**	**28,830**	**30,026**	**15,801**
Canada	7,263	10,553	21,032	20,680	17,342	8,186
Japan	963	1,712	2,755	2,703	8,802	5,475
Australia	26	428	510	1,835	600	464
Honduras	0	643	1,038	658	0	0
Mexico	323	846	521	392	388	69
Korea, Rep.	123	97	349	321	439	227
Hong Kong	302	129	230	230	250	114
Singapore	240	288	166	196	260	83
Malaysia	140	169	170	168	194	77
Others	2,125	1,678	2,383	1,627	1,751	1,106
Tomato Paste:	**47,865**	**59,859**	**66,811**	**77,814**	**89,886**	**46,606**
Canada	26,767	32,427	46,004	43,168	47,971	26,285
Japan	9,934	9,560	3,835	8,247	10,450	5,522
Australia	405	0	1,246	6,332	121	12
Korea, Rep.	4,691	3,427	4,638	4,800	1,862	2,824
Philippines	235	2,570	3,517	3,676	4,003	735
Haiti	341	498	48	403	1,219	1,015
Mexico	475	7,071	1,792	2,886	2,513	52
Dominican Rep.	0	110	1,436	1,366	2	3,843
Panama	2	14	108	1,057	287	678
Tunisia	0	0	0	0	2,870	0
Brazil	0	0	2	0	3,314	0
Italy	0	0	0	77	6,361	0
Others	5,015	4,182	4,185	5,802	8,913	5,640
Tomato Sauce:	**25,162**	**52,173**	**60,664**	**73,735**	**72,445**	**34,158**
Canada	10,414	34,594	40,721	47,350	46,193	23,250
Mexico	1,693	3,640	6,029	5,871	5,507	1,167
Japan	3,079	6,706	4,871	4,878	5,471	2,582
United Kingdom	2,949	316	977	4,763	4,978	764
Netherlands	656	704	720	1,215	1,405	683
Korea, Rep.	1,683	131	397	1,116	904	623
Saudi Arabia	1,030	1,589	439	893	953	441
Kuwait	19	265	675	536	341	625
Others	3,639	4,228	5,835	7,113	6,693	4,023
Ketchup:	**15,758**	**21,922**	**23,438**	**27,296**	**41,860**	**19,300**
Canada	999	1,749	1,412	1,221	5,666	3,273
Mexico	620	3,056	2,500	2,581	3,223	1,267
Japan	4,438	5,726	4,849	9,017	10,117	6,374
Korea, Rep.	934	265	172	2,443	7,389	639
Hong Kong	5,071	4,730	6,515	4,761	5,062	1,744
Saudi Arabia	609	840	1,490	1,419	1,513	974
Others	3,087	5,556	6,500	5,854	8,890	5,029

[1/] Marketing Year July-June. Source: U.S. Department of Commerce, Bureau of the Census.

U.S. Imports of Canned Tomatoes [1/]
(Metric Tons)

Country	1991/92	1992/93	1993/94	1994/95
Italy	11,649	15,715	16,961	24,166
Spain	1,902	1,156	5,816	6,410
Others	0	54	55	0
Total European Union	**13,551**	**16,925**	**22,832**	**30,576**
Argentina	1,527	678	0	0
Brazil	237	380	411	68
Chile	13,581	16,898	11,541	16,190
Others	0	19	2	5
Total South America	**15,345**	**17,975**	**11,954**	**16,263**
Canada	842	827	1,716	808
Israel	12,361	7,927	11,810	10,792
Morocco	101	0	361	4,648
Turkey	1,927	2,468	2,020	817
All Others	**1,127**	**286**	**499**	**802**
Grand Total	**45,254**	**46,408**	**51,192**	**64,706**

1/ Marketing Year July-June. Source: U.S. Department of Commerce, Bureau of the Census. Note: The above statistics include the following (HTS) Harmonized Tariff Schedule commodity codes: 2002900050, 2002100020, 2002100040, 2002100050, and 2002100090.

U.S. Imports of Tomato Sauce 1/
(Metric Tons)

Country	1991/92	1992/93	1993/94	1994/95
Italy	613	195	200	489
Chile	1,252	1,357	289	0
Canada	638	3,200	2,982	3,172
Dominican Rep.	1,205	1,463	827	2,124
China, Peoples Rep.	0	0	430	2
All Others	**389**	**165**	**369**	**627**
Grand Total	**4,097**	**6,380**	**5,097**	**6,414**

1/ Marketing Year July-June. Source: U.S. Department of Commerce, Bureau of the Census. Note: The above statistics include the following HTS (Harmonized Tariff Schedule) commodity codes: 2103204020 and 2103204040.

U.S. Imports of Tomato Paste and Puree [1/]
(Metric Tons)

Country	1991/92	1992/93	1993/94	1994/95
Mexico	10,791	20,312	28,428	7,985
Chile	8,134	7,789	6,576	4,395
Canada	0	1,439	5,346	9,646
Italy	791	1,025	1,352	1,385
Israel	1,948	776	1,330	2,825
Spain	132	332	1,308	86
All Others	**2,502**	**2,088**	**1,859**	**898**
Grand Total	**24,298**	**33,761**	**46,199**	**27,220**

[1/] Marketing Year July-June. Source: U.S. Department of Commerce, Bureau of the Census.
Note: The above statistics include the following HTS (Harmonized Tariff Schedule) commodity codes: 2002900010, 2002900030, and 2002900040.

U.S. Imports of Ketchup 1/
(Metric Tons)

Country	1991/92	1992/93	1993/94	1994/95
Canada	53	186	397	10,347
Chile	52	4	0	0
All Others	**20**	**40**	**17**	**10**
Grand Total	**125**	**226**	**414**	**10,357**

1/ Marketing Year July-June. Source: U.S. Department of Commerce, Bureau of the Census.
Note: The above statistics include the following HTS (Harmonized Tariff Schedule) commodity code: 2103202000.

Outlook for Concentrated Apple Juice Production and Trade for Selected Countries

In marketing year 1995/96 (July-June) production of concentrated apple juice (CAJ) for selected countries is forecast at 616,543 tons (70/71 degree brix), a decline of 6 percent from last year. Declines in CAJ production in the United States, Italy, Hungary, Poland, and Argentina will offset modest increases in Austria and Chile. The United States, the largest CAJ producer and consumer in the world, is forecast to produce 157,000 tons, a 6 percent decline from last year. A smaller U.S. apple crop and lower imports of CAJ used in blending, due to higher prices, will reduce processor output of CAJ. Selected country CAJ exports are forecast at 450,000 tons in 1995/96, about 10 percent below last year due to smaller apple crops reducing the availability of fruit for processing. U.S. exports in 1995/96 are forecast at about 12,000 tons, 20 percent above last year's shipments based on expected higher sales to Japan. Higher prices in the fresh and juice markets are expected to boost returns for U.S. apple growers. In 1995/96 U.S. CAJ imports are forecast at 170,000 tons, down 10 percent from last year. Reduced CAJ supplies from European countries, coupled with strong demand for fresh apples and reduced stocks of processing apples, will continue putting upward pressure on prices.

Summary

In 1995/96 CAJ production for selected countries is forecast at 616,543 tons (70/71 degree brix), 6 percent below last year's output due to smaller apple crops which reduced the availability of fruit for processing. The largest decreases are expected in Hungary, the United States, and Poland. Selected country CAJ exports in 1995/96 are forecast at 450,000 tons, about 10 percent below last year due to the forecast smaller apple juice output. Germany, Hungary, Italy, and Poland are expected to account for most of the decrease in exports.

Southern Hemisphere

Concentrated apple juice production in 1995/96 is forecast at 142,000 tons for selected Southern Hemisphere producers, marginally below the previous year. Increased production forecasts for Chile, New Zealand, and South Africa are offset by decreases in Argentina and Australia.

Argentina and Chile are the key suppliers of CAJ, together accounting for about 75 percent of Southern Hemisphere exports. Total Southern Hemisphere exports of CAJ this season will be up slightly, totaling 120,000 tons. All countries except Argentina are expected to increase shipments.

Argentina, the leading CAJ producer in the Southern Hemisphere, will process and export slightly less CAJ in 1995/96 because of a reduced apple crop

In 1995/96 Argentina's CAJ production is forecast at 60,000 tons, a decrease of 8 percent from last season because of lower supplies of fresh apples.

Argentina will process about one-half of fresh apple production into apple juice and cider, the highest processing rate of selected countries. By comparison, the United States processes only about

23 percent. An estimated 79 percent of Argentina's processed apple crop goes to CAJ, 16 percent for cider, and 5 percent dried or processed into jams, vinegar, and other products.

Argentina is the third-leading CAJ exporter for selected countries following Poland and Germany. Exports of CAJ are forecast at 58,000 tons in 1995/96, down 8 percent from last year because of an anticipated reduction in fresh apple supplies.

The United States remains Argentina's leading CAJ market, accounting for about 95 percent of exports by volume. However, Argentine exports to Japan have surged in recent years, making it the second-leading destination for CAJ. In 1995 export prices of Argentine CAJ ranged from $6.50 to $11.54 because of strong demand from Japanese customers.

Argentina imports primarily from Chile with total imports in 1995/96 forecast at 800 tons, a 100 percent increase from last season.

Australia is expected to consume almost all its CAJ production in 1995/96, but limited supplies will continue to be shipped to key Asian markets such as Japan

Australia is forecast to produce 14,900 tons of CAJ in 1995/96, down from last year's level of 15,600 tons, because of a smaller domestic apple crop. Higher international prices this season, because of reduced global supplies of fresh apples and lower CAJ stocks, are forecast to support prices for Australian processors.

Australian consumers utilize almost the entire output of their CAJ industry, but limited trade still occurs. Exports are forecast at 1,000 tons in 1995/96, up 16 percent from last year because of strong export prices. Japan purchases about one-half of Australia's exports.

Imports of CAJ by Australia are forecast at 1,300 tons in 1995/96. New Zealand, Europe, and South America are the principal CAJ suppliers to Australia.

Chile's CAJ exports continue rising in 1995/96, up 11 percent over last year, because of juice industry's excess capacity, strong prices, and a record domestic apple crop

In 1995/96 Chile is forecast to produce 31,000 tons of CAJ, about 9 percent above last year and 14 percent above 1993/94. This season's production increase is being driven by higher demand, higher international prices, and increased Chilean apple supplies.

Excess CAJ capacity typifies the state of Chile's nine juice processors. Additionally, government subsidies to fruit farmers, which lower apple prices, boost the volume of apples affordable for processing.

As Chile's processing sector becomes more saturated, industry CAJ buyers are placing more emphasis on quality. In turn, apple farmers are being encouraged to expand existing orchards of sour-type apples and increase plantings of new apple varieties.

In 1995/96 Chile's total exports are forecast at 31,300 tons, an increase of 11 percent because of strong international prices.

The United States, Chile's largest export market, accounts for about 80 percent of total Chilean export sales. New markets, such as Japan, Canada, and Australia, have gained importance in recent years.

New Zealand's CAJ production in 1995/96 expected to regain slightly from last year, but exports still stagnant

The excellent quality of fruit and high fresh pack rates in 1995 and 1996 have resulted in shortages of processing grade apples. As a result, production in 1994/95 was only 12,200 tons, down 29 percent from the previous year, and the forecast for 1995/96 indicates a slight recovery to 14,000 tons.

Due to fresh apple shortages and rising exchange rates, New Zealand's ENZA processors are facing a difficult export year in 1995/96, and CAJ sales are forecast at only 10,300 tons, marginally above last season but 36 percent below the year before. Japan continues to be New Zealand's leading market followed by Australia and the United States.

In 1995/96 imports of CAJ are forecast to be only 350 tons, a drop of 750 tons from the year before.

This season South Africa's CAJ production is forecast to recover slightly from last year, and exports are targeted to North America, Japan, and Spain

CAJ production in 1995/96 is forecast at 21,800 tons, up slightly from last season, but 11 percent below 1993/94. For the 1996 season growers expect a larger apple crop and increased overseas demand for CAJ.

South Africa's processing industry is export oriented with about 85 percent of CAJ output sold abroad. Exports are forecast to increase slightly to 18,500 tons in 1995/96 because of strong demand. The major markets are the United States, Canada, Japan, and Spain.

Northern Hemisphere

The countries of Bulgaria and Slovakia were added to Table 1 since the last circular article on CAJ published April 1995 in *World Horticultural Trade & U.S. Export Opportunities*.

Northern Hemisphere countries are forecast to produce 474,600 tons of CAJ in 1995/96, a decrease of 7 percent from the previous year. Production declines in the United States, Italy, and Eastern Europe are expected to more than offset production increases in Austria and Spain.

This season, lower levels of CAJ trade are forecast for selected Northern Hemisphere countries because of reduced CAJ supplies. The United States is the only producer forecast to increase exports in 1995/96. On the import side, all countries except Hungary will import lower volumes of CAJ.

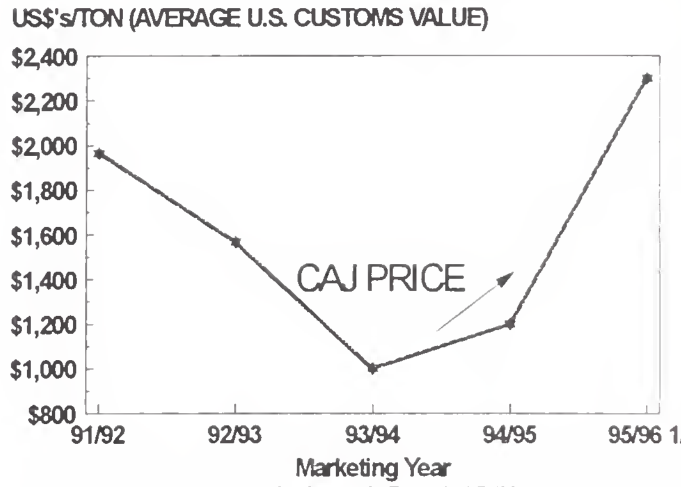
Strong CAJ demand in Germany and Japan is forecast to keep upward pressure on international prices in 1995/96.

U.S. CAJ production forecast down in 1995/96 because of smaller domestic apple crop, strong fresh demand, and higher global prices

Positioned as the largest apple juice producer and consumer in the world, the United States is forecast to produce 157,000 tons of CAJ in 1995/96, down 6 percent from last year. Consumption is also forecast to fall due to higher prices, lower supplies, and competition from other fruit juices.

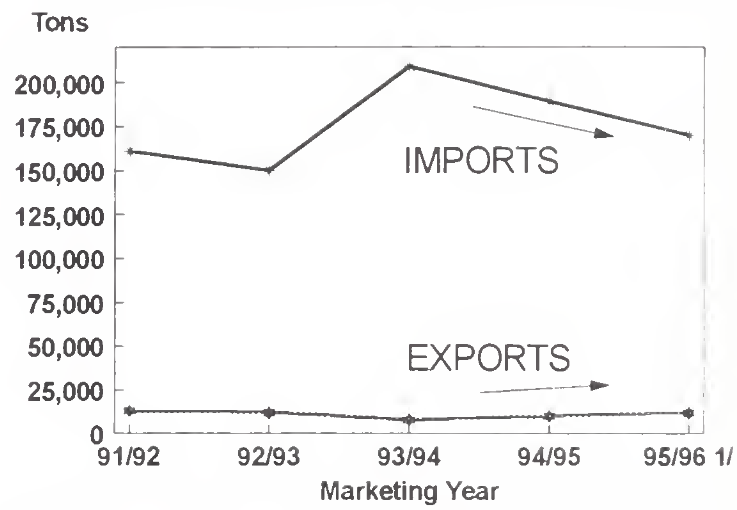
This year's smaller apple crop in Washington and California will reduce availability of apples for processing. Apple stocks intended for processing are reported down 20 percent as of February 1, 1996, according to the International Apple Institute. The fresh crop is also in strong demand, both here and overseas, putting more pressure on apple supplies.

SINCE GLOBAL CAJ PRICE BEGAN RISING IN 1993/94.....



1/ Forecast based on trends through Dec. 1995 (U.S. Census data)

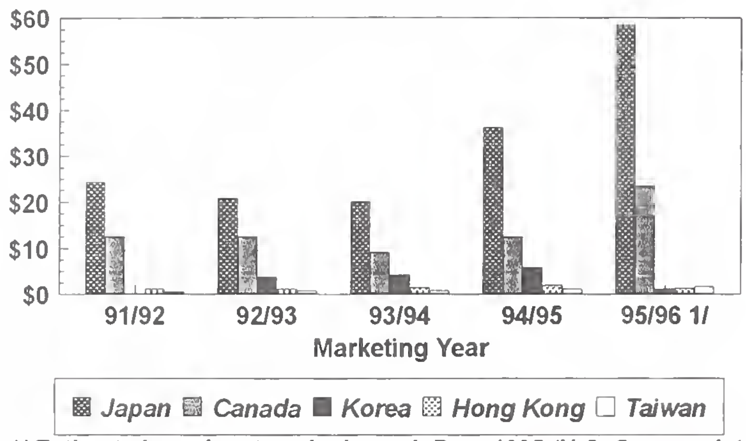
....U.S. IMPORTS OF CAJ DECLINE; EXPORTS INCREASING GRADUALLY



1/ Forecast based on U.S. Census data through Dec. 1995

JAPAN LEADS EXPORT MARKETS FOR U.S. CAJ IN 1995/96....

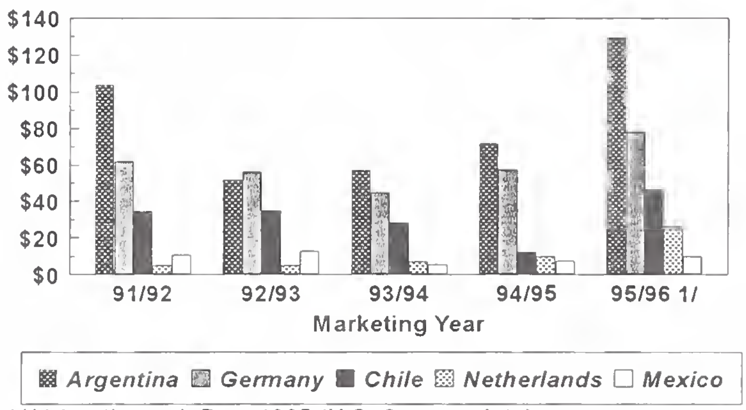
FOB VALUE OF EXPORTS (MILLION US$'s)



1/ Estimate based on trends through Dec. 1995 (U.S. Census data)

....WHILE ARGENTINA IS LEADING SUPPLIER OF CAJ TO THE U.S.

FOB VALUE OF IMPORTS (MILLION US$'s)



1/ Value through Dec. 1995 (U.S. Census data)

Finally, U.S. processors have reduced demand for imported CAJ blended with domestic product because of higher prices, thus reducing overall CAJ output this season.

Although the United States is a huge producer of apples, U.S. CAJ processors must import CAJ in order to meet shortfalls in processing apples. The United States consumes and exports a large share of its fresh apple crop. Fresh domestic apples that are unsuitable for consumption are then processed into juice and other forms.

Overall this season, U.S. apple growers are expected to benefit from the higher prices being offered by processors for their juice apples.

U.S. apple juice exports focused in Asian markets in 1995/96, and shipments to Japan now comprise 55 percent of total overseas sales; imports slowing this season due to higher prices

U.S. exports in 1995/96 are forecast at 12,000 tons, 16 percent ahead of last year but still below shipments in 1992/93. The top 5 markets are Japan, Canada, Korea, Hong Kong, and Taiwan.

Japan is the dominant market for U.S. CAJ. From July 1995 to December 1995, U.S. sales to Japan comprise 39 percent (11,200 tons) by volume, and 55 percent ($21 million) by value of total exports.

Growth in U.S. apple juice exports to Japan, now 44 percent ahead of last year, is attributed to increased consumer health consciousness and demand for fruit juices. Second, since Japan's gradual liberalization of juice imports was completed in 1992, imports of most juices have been steadily rising. Japanese imports of CAJ are also growing faster than any other juice.

Canada, the second-leading export destination for U.S. apple juice, is 100 percent ahead of last season with exports totaling $10 million through December 1995.

Imports of CAJ by the United States, on average 15 to 20 times the volume exported, are forecast at 170,000 tons in 1995/96, down 10 percent from last year due to higher prices and lower supplies from the EU and Poland. Through December 1995, the CIF value (Bureau of Census) of imported apple juice, $0.38/liter single-strength equivalent, is double last year's price.

Imports from Argentina, Chile, and Brazil, which supply about 50 percent of U.S. CAJ, are also down thus far this season at a pace 36 percent behind last year. U.S. imports from Chile, to date, are only 5,000 tons, a drop of 77 percent from the same time period last year.

U.S. Concentrated Apple Juice Imports 1988-1995 1/
(Metric tons)

Region/Country	1988/89	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95
Europe	121,419	73,682	98,520	67,831	71,696	85,363	88,104
European Union	101,225	58,214	67,524	46,762	51,054	58,143	55,586
Switzerland	21	2	21	2,645	8,599	4,175	9,467
Eastern Europe	20,172	15,465	30,975	18,424	12,043	23,045	23,051
South America	52,653	57,862	87,689	72,748	60,348	100,161	78,856
North America	3,807	2,437	5,534	8,341	7,138	5,797	8,633
Middle East	3,343	1,115	6,912	8,280	5,531	7,084	8,607
South Africa	154	66	0	549	3,647	6,417	3,165
Other Countries	2,060	2,170	4,425	3,378	1,935	3,724	1,527
Total	183,435	137,331	203,079	161,127	150,295	208,548	188,892

1/ Source: U.S. Census Bureau; Marketing year is July - June

U.S. Concentrated Apple Juice Exports 1988-1995 1/
(Metric tons)

Region	1988/89	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95
Asia	1,712	4,868	7,934	7,762	6,492	3,854	5,559
North America	546	1,520	3,196	3,370	3,328	2,751	3,261
Central America	99	359	281	447	753	250	208
Europe	19	52	69	35	112	340	195
Middle East	84	56	84	116	130	88	103
South America	4	1	21	120	251	167	99
Other Countries	323	644	712	706	512	547	533
Total	2,786	7,500	12,297	12,555	11,578	7,997	9,957

1/ Source: U.S. Census Bureau; marketing year (July-June)

Austria's CAJ production rebounds in 1995/96 due to good quality cider apples and marketing efforts as sales to Japan increase significantly.

In 1995/96 Austrian production is forecast at 17,500 tons, a 22 percent rise from last year but below the 23,000 tons produced in 1993/94. After the small 1994/95 crop, cider apple production rose this season. Sufficient rain in spring and a warm summer improved the crop's juice yield and acidity.

Exports are the focus of the Austrian juice industry. Processors import CAJ for reprocessing, refining, and blending for export markets. Hungary, Poland, Romania, and Bulgaria supply the major share of inexpensive CAJ imported by Austria. Limited export opportunities exist for higher-priced U.S. CAJ in Austria's market.

Total Austrian CAJ exports are forecast at 35,000 tons in 1995/96, about equal to last year, while imports are forecast to rise slightly, to 22,000 tons, due to lower CAJ stocks.

Exports to Japan, which became Austria's main destination in 1993/94, rose 80 percent last year to 6,500 tons attributed to strong marketing efforts.

The EU purchases of Austrian CAJ increased 9 percent in 1994/95 because of Austria's accession to the EU. Exports to the United States were unchanged.

No change in France's CAJ production or trade trends in 1995/96.

French CAJ production in 1995/96 is expected to equal last year's level of 13,000 tons because of a similar size fresh crop.

Trade of CAJ by France primarily involves other EU members. Total French exports are forecast at 4,500 tons with the United Kingdom continuing to be the major destination. Germany is the major supplier of CAJ imported by France.

Germany, the leading CAJ importer with the United States, is forecast to decrease trade as domestic consumption continues rising in 1995/96

In 1995/96 German CAJ production is estimated at 75,000 tons, about equal to the 1994/95 output. Despite the forecast decline in the German apple crop, CAJ output remains steady because of strong growth in per capita consumption of apple juice.

Germany's CAJ exports are forecast at 80,000 tons in 1995/96, a drop of 14 percent from last year because of expected domestic demand. The United States is Germany's most important export destination followed by EU member states.

CAJ imports in 1995/96 are forecast at about 160,000 tons, down 7 percent because of the continuing shortage of apples from Eastern European countries. The German apple juice industry relies heavily on imports of apple juice concentrates, and Poland is, by far, the largest supplier of CAJ to Germany.

Limited export opportunities exist for U.S. CAJ in Germany because most imported CAJ is sourced from inexpensive Eastern European producers. Italy is also a major supplier.

Hungary's sharply reduced apple crop will limit CAJ production in 1995/96

Hungary's production in 1995/96 is estimated to drop 33 percent to 30,000 tons because of a reduced apple crop. The Hungarian CAJ industry continues facing financial problems as evidenced by certain processors facing bankruptcy in recent years.

Despite these difficulties the CAJ industry is expected to remain competitive. Apple farmers are forced to sell fruit to processors because fresh market opportunities are limited. Processors, in turn, enjoy a ready export market for CAJ and receive an export subsidy, worth HUF 25.00/kg, from the Government of Hungary.

Production of CAJ by Hungary is not expected to surpass 30,000 tons annually the next 5 years due to stagnant apple production and domestic demand for fresh apples.

Hungary, which exports about 90 percent of its CAJ produced, is forecast to ship 28,000 tons in 1995/96, a 33 percent reduction from last year. The United States and Germany are Hungary's major markets.

Hungarian imports of CAJ are forecast at 9,000 tons in 1995/96 and are limited to suppliers such as Germany and Eastern Europe. Under Hungary's new tariff schedule, effective on January 1, 1995, tariffs increased on apple juice from 20 percent to 47.5 percent for MFN countries.

Italian CAJ production, leading the EU after Germany, is forecast to fall in 1995/96 due to reduced apple production and limited domestic demand

Italian CAJ production is forecast to decline 7 percent to 50,000 tons in 1995/96 because of a reduced apple crop.

CAJ exports in 1995/96 are forecast at 54,000 tons, which would exceed total production. Italian processors utilize existing CAJ stocks, augment with imported CAJ, and re-blend for export. Consumption of apple juice, estimated at 5,000 tons this season, remains stagnant due to competition from other fruit juices.

About 70 percent of Italy's CAJ is shipped to Germany, where it is then reprocessed and shipped to destinations such as the United States.

Despite continuing declines in CAJ production, Poland still leads European output in 1995/96.

In 1995/96 production of CAJ is forecast at 105,000 tons, down 9 percent from last year because of continuing declines in apple output. The output decrease is attributed to summer drought, frost losses, apple scab, alternation of varieties, and inadequate fertilizer use.

After the United States, Poland is the largest global producer of CAJ, but the processing sector continues to face financial problems. Some processors are having difficulties obtaining short term credits for apple purchases from producers. Hortex, which processes over 30 percent of the apples in Poland, is highly in debt and threatened with bankruptcy.

Despite these ongoing problems, Polish CAJ production has the potential for growth. Growers are switching from apples for fresh consumption to varieties more suitable for processing. Long-range forecasts, by the Center for Research and Development of Horticultural Production, indicate that Polish production of apples may increase to 2 million tons, leading to a growth in CAJ output.

On the export side, Poland is the largest CAJ shipper in the world, but levels are forecast to drop again this season because of the reduced apple crop. Total exports are forecast at only 95,000 tons, a 10 percent decline from 1994/95. Domestic consumption is only 20 to 25 percent of total production.

Germany and the Netherlands, which blend and reprocess CAJ for export, are Poland's major export markets. Most Polish CAJ exported to Germany is processed and reexported to the United States.

Spain's CAJ production is expected to recover from last year with an 11 percent increase in production due to plentiful supply of apples

As the result of a 14 percent larger apple crop in 1995/96, Spain's CAJ production is forecast to increase 11 percent to 9,000 tons. The Spanish industry, like those in other EU member countries, has difficulties obtaining enough apples for processing because apple farmers obtain better prices for apples diverted to the EU withdrawal program than for apples bought by apple juice processors.

Despite increased CAJ production, Spanish CAJ exports are forecast to drop in 1995/96, to 15,200 tons, because lower stocks and increased consumer demand are putting pressure on supplies. Germany, France, and the United Kingdom are Spain's major export destinations.

Spanish CAJ imports are forecast to rise slightly this season to 6,000 tons. European Union member states are the major source of CAJ imports followed by South Africa and Poland.

For further information on CAJ production and trade, contact Casey Bean, (202) 720-4620, USDA's Horticultural and Tropical Products Division.

TABLE 1.
CONCENTRATED APPLE JUICE: PRODUCTION AND UTILIZATION IN SELECTED COUNTRIES
(METRIC TONS AT 70/71 DEGREES BRIX)

Country/ Mkting Year 1/	Beginning Stocks	Production	Imports	TOTAL SUPPLY	Exports	Domestic Consumption	Ending Stocks
NORTHERN HEMISPHERE COUNTRIES							
Austria							
1993/94	25,750	23,450	26,600	75,800	39,100	8,800	27,900
1994/95	27,900	14,300	20,200	62,400	35,000	8,900	18,500
1995/96	18,500	17,500	22,000	58,000	35,000	8,900	14,100
Bulgaria							
1993/94	10	5,891	149	6,050	3,798	2,242	10
1994/95	10	531	122	663	274	388	1
1995/96	1	800	150	951	350	591	10
France							
1993/94	0	14,400	5,800	20,200	5,500	14,700	0
1994/95	0	13,000	4,600	17,600	4,800	12,800	0
1995/96	0	13,000	4,200	17,200	4,500	12,700	0
Germany							
1993/94	109,965	60,765	229,767	400,497	106,172	130,269	164,056
1994/95	164,056	74,571	172,218	410,845	92,767	150,259	167,819
1995/96	167,819	75,000	160,000	402,819	80,000	170,000	152,819
Hungary							
1993/94	0	38,000	4,000	42,000	30,000	12,000	0
1994/95	0	45,000	7,500	52,500	42,000	10,500	0
1995/96	0	30,000	9,000	39,000	28,000	11,000	0
Italy							
1993/94	14,015	55,000	9,800	78,815	68,800	5,000	5,015
1994/95	5,015	54,000	9,800	68,815	64,000	4,815	0
1995/96	1,000	50,000	8,000	59,000	54,000	5,000	0
Mexico							
1993/94	500	10,900	1,000	12,400	9,100	3,300	0
1994/95	0	9,550	1,000	10,550	7,000	3,550	0
1995/96	0	8,200	800	9,000	6,000	3,000	0
Poland							
1993/94	0	135,000	0	135,000	110,000	25,000	0
1994/95	0	115,320	0	115,320	105,320	10,000	0
1995/96	0	105,120	0	105,120	95,120	10,000	0
Serbia and Montenegro							
1993/94	150	900	0	1,050	0	900	150
1994/95	150	850	0	1,000	0	900	100
1995/96	100	850	0	950	0	850	100
Slovakia							
1993/94	400	2,900	200	3,500	400	2,200	900
1994/95	900	1,400	700	3,000	300	2,300	400
1995/96	400	1,900	700	3,000	400	2,300	300
Spain							
1993/94	0	15,500	1,500	17,000	4,500	10,000	2,500
1994/95	2,500	14,000	5,900	22,400	16,400	6,000	0
1995/96	0	15,600	6,000	21,600	15,200	6,400	0
United States 2/							
1993/94	0	146,600	208,548	355,148	7,997	347,151	0
1994/95	0	166,600	188,892	355,492	9,957	345,535	0
1995/96	0	156,600	170,000	326,600	12,000	314,600	0

TABLE 1. (CONT'D.)
CONCENTRATED APPLE JUICE: PRODUCTION AND UTILIZATION IN SELECTED COUNTRIES (METRIC TONS AT 70/71 DEGREES BRIX)

Country/ Mkting Year 1/	Beginning Stocks	Production	Imports	TOTAL SUPPLY	Exports	Domestic Consumption	Ending Stocks
NORTHERN HEMISPHERE COUNTRIES							
Subtotal							
1993/94	150,790	509,306	487,364	1,147,460	385,367	561,562	200,531
1994/95	200,531	509,122	410,932	1,120,585	377,818	555,947	186,820
1995/96	187,820	474,570	380,850	1,043,240	330,570	545,341	167,329
SOUTHERN HEMISPHERE COUNTRIES							
Argentina							
1993/94	365	62,800	121	63,286	61,057	2,094	135
1994/95	135	65,350	400	65,885	62,700	2,800	385
1995/96	385	60,300	800	61,485	58,400	2,900	185
Australia							
1993/94	0	13,049	1,282	14,331	880	13,451	0
1994/95	0	15,612	1,358	16,970	949	16,021	0
1995/96	0	14,850	1,300	16,150	1,100	15,050	0
Chile							
1993/94	240	27,300	0	27,540	26,500	500	540
1994/95	540	28,500	0	29,040	28,000	500	540
1995/96	540	31,000	0	31,540	31,300	0	240
New Zealand							
1993/94	2,564	17,271	437	20,272	16,069	4,203	0
1994/95	0	12,205	1,100	13,305	9,705	3,600	0
1995/96	0	13,973	350	14,323	10,323	4,000	0
South Africa, Republic of							
1993/94	0	24,634	0	24,634	20,000	4,634	0
1994/95	0	21,584	0	21,584	17,000	4,584	0
1995/96	0	21,850	0	21,850	18,500	3,350	0
Subtotal							
1993/94	3,169	145,054	1,840	150,063	124,506	24,882	675
1994/95	675	143,251	2,858	146,784	118,354	27,505	925
1995/96	925	141,973	2,450	145,348	119,623	25,300	425
WORLD							
1993/94	153,959	654,360	489,204	1,297,523	509,873	586,444	201,206
1994/95	201,206	652,373	413,790	1,267,369	496,172	583,452	187,745
1995/96	188,745	616,543	383,300	1,188,588	450,193	570,641	167,754

1/ Northern Hemisphere marketing years are July - June for all countries except Italy where the marketing year is January - December. Southern Hemisphere marketing year is January - December except New Zealand where marketing year is October - September.
2/ U.S. stock figures not available. U.S. CAJ production estimated using fresh apple production data and proportion of fresh crop that is juiced (concentrate and single-strength) U.S. exports and imports from U.S. Dept. of Commerce, with 1995/96 forecast based on trends to date (through December 31, 1995).

Sources: U.S. trade data from U.S. Department of Commerce, Bureau of Census; USDA Attache reports and USDA/FAS estimates U.S. apple production and juice proportions from "Non-Citrus Fruits and Nuts, 1995 Preliminary Summary" (January 1996--USDA/NASS).

ITALY, FRANCE, AND SPAIN
LEAD RIVALS IN WINE PRODUCTION AND TRADE

Italy, France, and Spain remain the world's largest wine producers and exporters, accounting for almost 90 percent of wine output in the European Union (EU). Most of these countries' wine exports enter neighboring EU member states. Italy, France, and Spain are striving to increase output of quality wine because of strong domestic and foreign demand and to cut back on low quality wine. Part of this effort involves developing controlled appellations for wines and decreasing total vineyard plantings. To reduce large expenditures and to fulfill its obligations to the World Trade Organization, the EU is reducing export and structural subsidies to vintners. These changes require reform of the Common Agricultural Policy (CAP) for wine. There are major differences in the proposals of northern (France and Germany) and southern (Italy and Spain) member states.

Italy, France, and Spain produce most of the world's wine

Three countries of the European Union (EU)--Italy, France, and Spain--continue their collective dominance of world wine production and trade. Italy and France, followed by Spain, contribute the most production in the EU and account for about 60 percent of worldwide wine output. In the 1993/94 September-August crop year, Italy, France, and Spain accounted for 86 percent of wine shipments of the top four EU producers, including Germany. Total 1994/95 production in the three countries exceeded 133.3 million HL, down 16 percent. Collectively, the wine industries of Italy, France and Spain exported 35.2 million HL in 1994/95, unchanged from 1993/94. Total 1995/96 Italian, French, and Spanish output of wine is estimated to drop 4 percent.

ITALY

Italy leads the world in wine production with 58.8 million HL in 1994/95 (September-August), 39 percent of all EU-12 output. Production in 1995/96 is estimated at 54 million HL, the smallest yield since 1963, about 8 percent below last year due to excessive rains which severely damaged the wine grape crop. Excessive rains caused fungus diseases in many producing areas, especially the northern and central regions. Favorable weather in October permitted recovery of wine grapes only in vineyards with late ripening grape varieties. Observers note that the best wines in 1995/96 will originate from Piedmont, Trentino-Alto Adige, and in limited areas of Sardinia and Tuscany.

ITALY: Wine Production by Region
(1,000 Hectoliters)

REGION	1992	1993	1994
NORTH			
Piedmont	3,308	3,226	3,222
Lombardy	1,828	1,581	1,416
Trentino Alto Adige	1,340	1,147	1,126
Veneto	8,400	7,928	7,544
Friuli Venezia Giulia	1,390	1,263	1,176
Emilia Romagna	9,158	7,585	7,192
Other North	286	308	304
Subtotal North	**25,710**	**23,038**	**21,980**
CENTER			
Tuscany	3,168	2,944	2,680
Umbria	928	954	1,003
Marche	2,273	1,772	1,980
Latium	4,011	3,480	3,295
Subtotal Center	**10,380**	**9,150**	**8,958**
SOUTH			
Abruzzo	4,165	3,821	4,257
Campania	2,372	2,185	2,313
Apulia	11,339	11,051	9,631
Other South	1,880	1,867	1,800
Subtotal South	**19,756**	**18,924**	**18,001**
ISLANDS			
Sicily	11,677	10,146	9,300
Sardinia	1,163	1,336	1,037
Subtotal Islands	**12,840**	**11,482**	**10,337**
TOTAL	**68,686**	**62,594**	**59,276**

Source: ISTAT and ISMEA in USDA/FAS report IT5059.

Four regions account for over half of total production

In volume terms, Apulia (South) and Sicily (islands) are the leading regions followed by the two northern areas of Veneto and Emilia Romagna. As a group, these four regions generated 57 percent of total production in 1994. In geographic terms, northern Italy remained the largest contributor to annual national outturn, accounting for about 37 percent in 1994.

Improved quality remains pivotal for the Italian wine sector

The wine industry first published Appellation of Origin regulations (DOC wines in Italy) during the early 1960s, with the first vintage designated in 1966. These rules involve designating quality wines by region, comparable to the French AOC wines. Currently, Italy has 241 DOC-designated areas, as well as 14 GDOC (Guaranteed DOC) areas. GDOC wines such as Asti Spumante, Barolo, Barbaresco, Chianti, and Brunello di Montalcino fetch premium prices and benefit from an international reputation for quality.

Italy works to reduce total output but raise the proportion of quality wines

The Italian wine industry offers an array of products based on four quality levels: GDOC, DOC, table wine of geographic indication, and ordinary table wine. Vintners sell GDOC wines in bottles of five liters or less, whereas DOC wines may be sold in containers of up to 60 liters. About 20 percent of total wine from the 1994/95 season met DOC/GDOC criteria. For example, almost all of the Piedmont's wine production has achieved DOC status. The share of appellation controlled wine is expected to increase in coming years as more areas earn the DOC designation. Italy's target is to lower production from around 60 million HL to about 50 million HL and to increase the share of DOC wines to about 40 percent of total production.

To accomplish the goal of reduced output, the EU offers payments to farmers who uproot a portion of their vineyards. In 1994/95, this inducement helped decrease Italy's planted area to 866,000 hectares, a 3-percent reduction. Demand for quality wines, both domestically and in export markets, continues to expand. In the future, the EU will probably offer lower distillation subsidies in the future.

The EU tries to drain a wine lake

The EU's Common Agricultural Policy (CAP) for wine authorizes a major distillation effort to help maintain producer prices despite high carry over stocks. To date, the distillation program remains the single most important regulatory instrument to control supply. Each year, the EU Council determines the volume of wine to be distilled by each member state. Producers receive a portion of the "reference price" for wine withdrawn for distillation. In the early years of the CAP for wine, the payment hovered at 60 percent of the reference price. However, offer prices are now set at lower levels to discourage wine production for the distillation program. However, decreased Italian wine output in both 1994/95 and 1995/96 is bringing about a substantial cut of the distillation programs, aimed at supporting growers' incomes. In 1994/95 distillation is preliminarily estimated at about 4.5 million hectoliters, or only one third compared to the previous year. Furthermore, in 1995/96, even the 3.8 million hectoliters of "preventive" distillation authorized by the European Union may not be reached, given the current market situation.

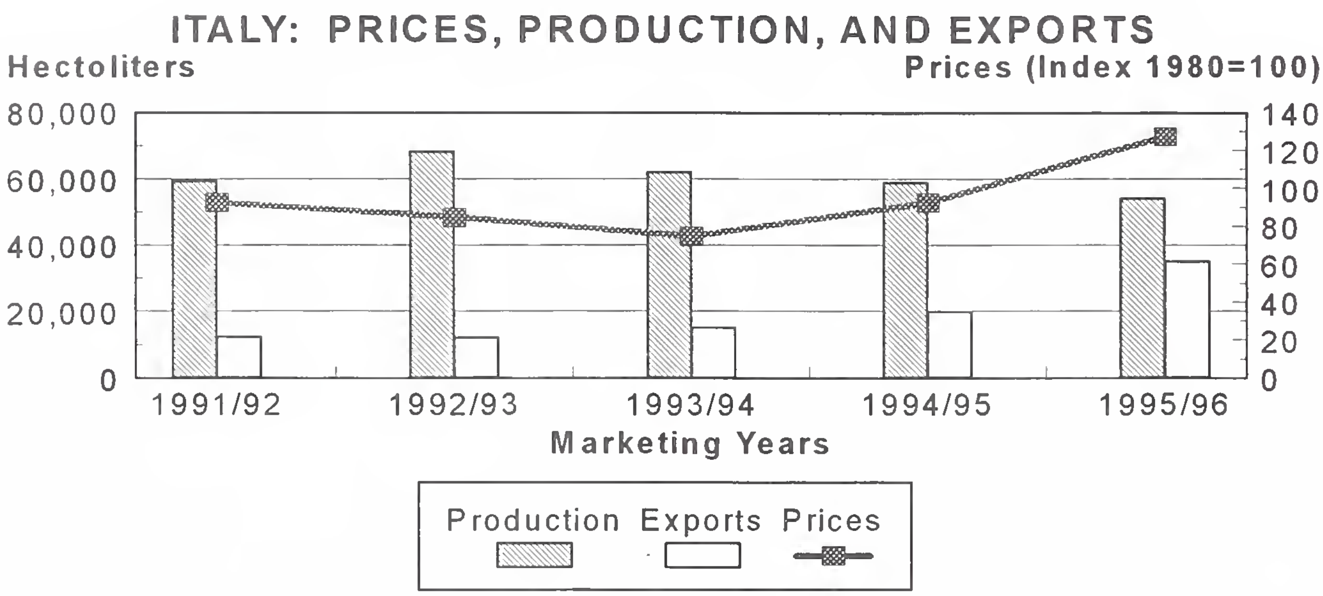
Lower production means higher prices

As output of Italian wine contracted, prices began to recover significantly. Improved quality of wine and depreciation of Italy's currency helped to spur exports. The chart below shows the response of domestic prices to annual shifts in production. After some firming in 1989 and 1990 due to improved quality and lower production, prices began to soften in 1991 and 1992 as production expanded and average vintage quality fell. Prices continued downward in 1993 despite lower production, but gained ground in 1994 due to improved export demand.

ITALY: EU Distillation Program
(1,000 Hectoliters)

DISTILLATION	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95
Support	4,298	4,387	8,478	10,096	6,015	2,500
Compulsory	378	684	5,808	5,252	7,240	2,000
TOTAL	**4,676**	**5,071**	**14,286**	**15,348**	**13,255**	**4,500**

SOURCE: ISMEA in USDA/FAS Report IT5059 and USDA estimate.



Source: ISEMA data through October 1995 and USDA/FAS

Italian domestic wine consumption stabilizes

The decline of domestic wine consumption plateaued in 1995. After decreasing for at least two decades from about 110 liters/person in the early 1970s, consumption now looks to be stable at about 60 liters per person on per capita basis. Reasons for this drop remain consistent throughout much of the wine-consuming world: health concerns; a marked change in dietary and work habits; and competition from other beverages, both non-alcoholic (soft drinks) and alcoholic (beer). Studies reveal that Italians are changing their consumption patterns from wine as a daily beverage with meals to wine as a beverage reserved for more special occasions.

Italy's exports gain but remain concentrated in a few markets

Italian wine exports increased in 1994/95 to 20 million HL, the highest level since 1982/83. The devaluation of the Italian lira contributed to this increase. Also, the decreased presence of Spanish wine on the international market favored Italian shipments to other outlets, where traditionally competition from Spain was more aggressive. Italy's main export destinations are Germany (one third of total shipments), France (26 percent), the United States (7 percent), and the United Kingdom (6 percent). Italian wine exports, by type, on a calendar year basis are as follows:

ITALY: Exports of Wine, Must, and Vermouth
(Calendar Years; 1,000 Hectoliters)

Type	1992	1993	1994
DOC Wines	2,961	2,979	3,321
bottles	2,145	2,569	2,912
barrels	816	410	409
Sparkling wines	1,014	962	951
Other wines	6,523	7,075	10,152
Spumante	871	1,450	2,156
Total Wines	11,369	12,466	16,580
Must	259	406	651
Vermouth	833	1,092	1,018
TOTAL	**12,461**	**13,963**	**18,429**

Source: ISTAT, ISMA in USDA/FAS report IT5059

Imports are small

Italy's total imports of wine remain less than one percent of apparent consumption. Other EU countries supply almost 95 percent of wine imports. Shipments from the United States and other third-

country suppliers, although minimal (5 percent of total), are expanding. Imports from outside the EU are subject to tariffs currently ranging from 10.9 ECU/HL (1 ECU=2,340 lire) for bulk wines to 40 ECU/HL for Champagne or spumante-type sparkling wines.

FRANCE

France has lost its title as the world's largest wine producer. Since the beginning of the 1990s, France's quantity of wine output has consistently lagged behind that of Italy. In 1994/95, French wine production was 93 percent of Italy's output of wine.

The 1994/95 French wine crush produced 54.6 million HL, about 3 percent above the 1993/94 vintage. Quality wine represented 22.6 million HL, about 41 percent of total production in 1994/95. Table wine accounted for 21.9 million HL, or 40 percent of all output. The remaining wine entered cognac production. Trade sources report that, overall, 1994/95 wine quality attained the level of a good vintage.

In 1995/96 French wine output is expected to reach 56.3 million HL, up 3 percent. Quality wine will probably constitute 42 percent of the total, or 23.6 million HL. Table wine will likely provide 40 percent of all production.

French subsidies go to vintners

ONIVINS, the French National Wine Office channels various subsidies to the wine sector. All EU assistance in 1994 amounted to FF 1.8 billion ($324 million), down 11 percent from FF 2.03 billion ($359 million) in 1993. National subsidies totaled an additional FF 588 million ($106 million) in 1994, up 4 percent from 1993.

EU support went primarily toward distillation and removal of vines, with small amounts for export subsidies. ONIVINS estimates that distillation of table wine into alcohol involved 2.55 million HL, or 12 percent of total 1994/95 production of table wine. Programs of ONIVINS strengthen broader EU policy guidelines by assisting growers to: replant vineyards with better varieties; store wine on short-term basis to improve prices; and invest in wineries. ONIVINS also provides assistance to farmers affected by adverse weather or depressed market conditions.

Suppliers of table wine may receive EU export subsidies for shipments destined to certain countries. During 1994/95, the quantity of French wine exported with subsidies is estimated at 354,018 HL, 10 percent less than in 1993/94 and 3 percent of total exports. This 1994/95 volume constituted 35 percent of French table wine shipped to non-EU countries. In 1994/95, the value of the export subsidy for table wine, per degree of alcohol per HL, was FF 9.50 ($1.71) for all countries outside of Africa. Shipments to Africa received assistance of FF 10.38 ($1.87) per unit.

Major Destinations of Subsidized Exports of French Table Wine
(in HL)

Countries	1992/93	1993/94	1994/95
Japan	67,738	108,975	N.A.
Sweden 1/	71,933	74,461	N.A.
French Overseas Territories	46,165	44,483	N.A.
Norway	36,455	43,269	N.A.
Africa	19,420	18,383	N.A.
Poland	6,506	11,202	N.A.
Finland 1/	5,518	10,075	N.A.
Others	55,939	84,076	N.A.
TOTAL	**309,674**	**394,874**	**354,018**

Source: ONIVINS, in USDA/FAS report IT5059
1/ Members of the European Union since 1995 and no longer eligible for subsidies.

Wine consumption contracts

French wine consumption has decreased approximately 20 percent since 1983, from almost 73 liters per capita to 60 liters in 1994. Drinking of quality wine declined less than use of table wine. Similarly, consumption of red wine dropped more than that of rose and white wines. French consumers appear more concerned about fitness and health as they switch from alcoholic beverages to items such as fruit juices.

A 1995 study by ONIVINS and the French Institute of Agricultural Research (INRA) concluded that 65 percent of the French population consumes wine; 28 percent regularly imbibes wine and 37 percent indulges occasionally--while only 35 percent of the population indicated that they never consume wine. Southern France remains the center of wine consumption. Most regular wine drinkers are aged 50 to 64 years. Paris has the largest number of occasional wine consumers. Most non-drinkers of wine, who invoked health reasons or no preference for the taste of wine, reside in northern France.

Restaurant patrons often consume wine, though restaurant wine sales have fallen due to recent French government measures to reduce the alcohol level of drivers. At home, the French drink more quality wine than table wine. In 1993/94, consumption of quality wine rose 4.3 percent to 15.3 million HL. During the past 5 years, purchases of quality wine increased 12.2 percent.

Home consumption of wine predominates in France. French households comprise 70-75 percent of the total wine market, while establishments serving meals–restaurants, hotels, and institutions--form the remainder of the market.

France's exports go mainly to other EU member states

French wine exports rebounded in 1994 after two years of depressed sales. Total export of French wines, spirits, and vermouth in 1994 reached almost 35.8 billion French francs (U.S.$6.45 billion), an increase of over one billion French francs compared to previous record level of 1991. French wine and vermouth exports alone amounted to almost 23 billion French francs ($4.14 billion U.S.).

The wine and spirits sector in 1994 had the largest trade surplus in all of the French agricultural industry. The grain sector slipped to second place as a result of reform of the Common Agricultural Policy (CAP). In 1994, five EU countries, Belgium/Luxembourg, Germany, Italy, the Netherlands, and the United Kingdom, bought 64 percent of France's 11.3 million HL of wine exports. Exports to the United States accounted for 6 percent of total 1994 French volume.

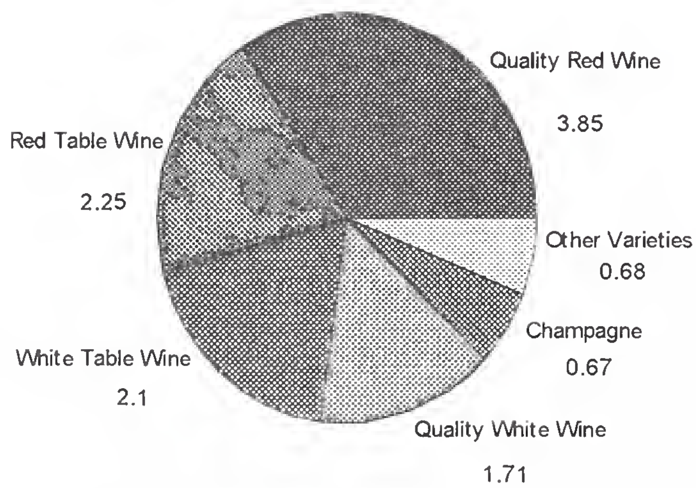
France exports 8 principal varieties of wine. Five types of French wine represented 94 percent of all 1994 exports. Red and white quality wines and champagne provided 55 percent of all exports by quantity. This performance reflected the evolving nature of French wine production away from table wine and an increased demand for quality wines in wine-consuming countries. For example, France exported 13 percent more quality red wine in 1994 than a year earlier. Similarly, exports of quality white wine rose 21 percent.

France imports mainly Italian and Spanish wine

France imports annually over 5 million HL of wine, with the average over the past five years of about 5.5 million HL. In 1994, wine imports slightly exceeded 13 percent of France's apparent consumption of wine. France depends heavily on neighboring Spain and Italy for import supplies much of which is used for blending with domestic wine. The United States supplied less than 1 percent of total French wine imports.

Varieties of French Wine Exports in 1994

(millions of hectoliters)



SOURCE: French Customs

SPAIN

Spain is the world's third largest wine producer. However, persistent adverse weather during the last three years has severely damaged Spanish wine production. Droughts and freezes in 1995 have hurt many wine producing areas, especially in the southern part of the country. Spain's 1995 wine vintage is estimated to be even smaller than last year's low level of about 20 million HL. In fact, 1995 wine production is expected to be about half the average Spanish output (about 36 million HL). The 1995 vintage is estimated at about 9 million HL of quality wines and 8 million HL of ordinary table wine.

As a member country of the EU, Spain benefits from substantial support from the EU budget. This assistance resembles that in Italy and France. Among the more prominent programs are: distillation, storage aids, and support for vineyard restructuring. Surplus Spanish wine becomes alcohol for use in producing Sherry and other fortified wines and spirits (particularly Brandy). Caribbean nations often purchase the remaining EU-owned intervention stocks to convert the alcohol into gasohol. However, a diminished harvest meant that total intervention distillation in Spain plunged to an estimated 0.74 million HL in 1994/95, down more than 75 percent from the previous year.

EU vineyard betterment program has promoted non-traditional varieties

The EU vineyard improvement effort has resulted in plantings of non-traditional wine grape varieties such as Cabernet Sauvignon, Chardonnay, Pinot Noir, and Merlot. Grapes from these varietals are crushed into wines that are increasingly popular in third-country export markets. The EU has budgeted 12.3 billion pesetas ($101 million) for upgrading Spanish vineyards and wine quality. This 10-year program, scheduled through 1997, should have improved about 32,600 hectares of Spanish vineyards.

Plantings of non-traditional varieties cluster principally in regions with little production of quality wine. This distribution is necessary, because traditional Spanish varieties are mandatory for certain appellation of origin areas such as Rioja, Sherry, and Ribera del Duero.

Another aspect of improving the Spanish wine sector involves an EU program to destroy obsolete and unproductive vines. The 5-year endeavor from 1990/91 to 1994/95 aimed at eliminating about 375,000 hectares of vineyards throughout the EU. About 200,000 hectares of Spanish vineyards were uprooted. Spain's area planted to vineyards has fallen to an estimated 1.3 million hectares in 1994/95, down from 1.6 million hectares a decade ago.

Reaction to CAP reform proposal means conflict between northern and southern producers

Since June 1994 when the EU Commission presented its proposal to reduce the wine sector, no progress has been made in the EU reform of the wine regime. Strong opposition from southern EU member states, including Spain, has slowed consensus on the Commission's plan. Spain recently announced that it would veto the reforms as currently structured and particularly wants no further reduction of its production quota. The proposal contains a 20-percent decrease in Spanish wine output, equivalent to 280,000 to 380,000 hectares of vineyards.

Spain and Italy both reject the practice among northern member states of chaptalizing wine (i.e., adding sugar) to raise alcohol content. In normal years, the southern EU wine producers do not need to increase the alcoholic level because of abundant sunshine throughout the production cycle. In fact, Spain bans chaptalization and uses only grape must or concentrated grape juice to enhance alcohol content. The Spanish wine industry wants to extend this ban throughout the EU. Trade sources indicate that terminating chaptalization would generate must equivalent to 20 million HL-- an amount that would nearly evaporate expensive EU wine surpluses.

Total wine consumption in Spain continues to decline but, its composition is changing

Wine consumption in Spain has decreased for the last 2 decades. Although there was an increase in consumption in 1993, it fell in 1994 due to reduced supplies and increased prices. Per capita wine consumption has steadily declined from 70 liters in the early 1970s to 32.5 liters in 1992, rose slightly to 34.1 liters in 1993, and is estimated to have declined to about 32.2 liters in 1994. However, Spanish wine drinkers increasingly prefer quality beverages. Table wines, particularly reds, accounted for most of the reduced consumption. Quality wine consumption is gradually increasing in Spain, as it is in Italy and France. Though total wine consumption dropped 6 percent from 1991 to 1994, sales of quality wine gained 8 percent.

SPAIN: Retail Wine Sales
(1,000 Hectoliters; Calendar Years)

Category	1991	1992	1993	1994
Quality Wine	2,520	2,635	2,705	2,726
Table Wine	9,700	9,130	9,525	9,098
Sparkling	530	564	564	496
Other	780	830	665	407
TOTAL	13,530	13,159	13,370	12,727

Source: Bodegas y Bebidas Annual Report in FAS reports SP4053 and SP5052

Spain's wine exports increase

Spain's export shipments rose steadily from 4.8 million HL in 1990 to 10.2 million HL in 1993 but dropped 19 percent to 8.2 million HL in 1994. Spain exported 41 percent of its 1994 wine output. From 1992 to 1994, Spain sold more than two-thirds of its export volume to other EU countries. Within the EU, Germany, the United Kingdom, and France were the principal importers of Spanish wine.

Several countries outside the EU-12 remained significant customers of Spanish wine. Sweden and Switzerland both accounted for 4 percent of 1994 exports. The United States purchased 2 percent of Spanish wine exports.

The composition of exports reflects the changing structure of the Spanish wine industry with expanded

production of quality wine. Therefore, quality still wines comprise an increasing share of Spanish exports, rising to one-third in 1994. Sparkling wines, 5 percent of the 1994 export quantity, also represented an increasingly important component of Spanish exports.

Spanish wineries usually export by selling directly to importers in the destination country. Of the estimated 6,000 wineries in Spain, about 300 account for 80 percent of total exports.

EU export restitutions are diminishing

Until 1994, EU subsidies assisted exports of an average 2.0 million HL of wine, musts, and grape juice each year. In 1993, export refunds totaled an estimated 11 billion pesetas (about $86 million) which aided export of 2.5 million HL of Spanish wine. In 1994, subsidized exports plummeted to 1.1 million HL, a 56 percent drop. Expenditures for export restitution declined 58 percent to 4.8 billion pesetas ($36 million).

Subsidized Spanish wine exports primarily consist of bulk reds and roses destined for African markets and bulk whites shipped to Eastern Europe. The United States, Australia, Switzerland, South Africa, and several North African countries remain ineligible for these subsidies. Further reductions in export subsidies should occur during the phase-in period (1995-2000) of the Uruguay Round agreement.

Spain imports comparatively small volumes of wine

In 1994, the ratio of imports to apparent consumption approached 5 percent. Spain's imports of total wine reached 556,034 HL in 1994, up more than 5 fold due to smaller domestic production. In volume terms, about 98 percent of Spain's 1994 imports came from neighboring EU countries. The following table shows the suppliers' quantity shares of the Spanish import market.

SPAIN'S WINE IMPORTS
(calender year; hectoliters)

Country	1993	1994
EU-12 Grouping	100,116	547,442
United States	677	752
Chile	1,310	810
Argentina	139	463
Austria	195	395
Hungary	102	395
China	297	308
Switzerland	502	251
Bulgaria	74	183
Israel	130	87
Australia	427	58
South Africa	223	29
Others	1,065	4,861
TOTAL	**105,257**	**556,034**

SOURCE: Spanish Customs and FAS Report SP5052

Access improves to the EU wine market

As part of the Uruguay Round (UR) agreement, the EU is currently phasing down import duties on agricultural products, including wine. The previous EU system, to protect the domestic wine industry against competition from third-country wine imports, includes a system of reference prices and import duties with rates that vary among wine types. Under the UR agreement, the EU has dismantled this reference price system and has pledged to reduce duties.

IMPORT DUTIES OF THE EU
(ECUs per 100 liters)

Products	Previous	July 1, 1995	July 1, 2000
Regular still wine (of no more than 13 percent alcohol by volume)	14.50	13.10	10.48
Regular sparkling wine	40.00	32.00	25.60

SOURCE: FAS Report SP5052

For further information on supply, distribution, and trade contact William Janis at 202-720-0897. For information on U.S. marketing opportunities, contact Theodore Goldammer at 202-720-8498.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT											
FR APPLES(JUL)	MT										
TAIWAN		17,997	10,835	76,237	61,758	115,342	14,486	8,206	60,218	43,461	87,403
MEXICO		5,183	2,203	32,751	19,849	87,269	3,307	1,138	19,117	10,374	48,541
CANADA		5,925	6,027	41,233	40,638	80,941	4,283	5,013	28,344	31,108	57,839
HONG KONG		6,412	2,874	31,538	24,766	74,782	3,562	1,866	17,925	15,636	42,447
EU_15		10,405	4,289	29,546	17,022	52,609	4,193	2,486	13,199	9,543	26,280
INDONESIA		2,277	2,245	17,341	22,662	43,268	1,556	1,508	10,168	15,024	25,653
OTHER		36,153	35,944	156,464	111,882	243,618	22,460	21,104	81,966	66,994	134,915
Subtotal:-----		84,353	64,417	385,109	298,578	697,829	53,846	41,320	230,938	192,140	423,079
FR PEARS(JUL)	MT										
MEXICO		6,106	2,302	32,159	10,946	46,838	2,919	1,266	14,627	5,751	22,124
CANADA		3,550	4,242	29,892	29,236	43,892	2,319	2,985	17,471	20,112	27,391
EU_15		2,190	2,625	6,655	9,788	9,096	900	1,232	2,544	4,093	3,585
BRAZIL		950	3,996	8,639	21,686	8,882	458	1,859	3,909	9,485	4,031
TAIWAN		2,076	2,491	4,460	6,516	8,547	1,225	1,298	2,674	3,644	5,169
OTHER		3,497	4,125	12,613	15,062	17,519	2,054	2,125	7,067	8,370	9,997
Subtotal:-----		18,369	19,781	94,418	93,233	134,774	9,876	10,765	48,293	51,456	72,297
APRICOTS(MAY)	MT										
MEXICO		184	0	3,718	324	3,718	113	0	2,596	289	2,596
CANADA		59	54	3,108	2,632	3,145	70	63	3,256	3,571	3,301
OTHER		1	54	927	1,124	1,010	3	31	1,884	2,081	1,929
Subtotal.-----		244	108	7,753	4,079	7,873	187	94	7,736	5,941	7,827
FR CHERRIES(MAY)	MT										
JAPAN		25	0	15,576	17,170	15,597	25	0	92,545	110,553	92,582
CANADA		42	57	6,301	3,456	6,379	104	109	13,250	8,712	13,357
EU_15		131	1,318	4,027	7,386	5,086	148	1,567	11,042	11,422	11,880
TAIWAN		0	0	3,004	2,098	3,056	0	0	8,133	6,325	8,328
UNITED KINGDOM		38	0	2,244	1,112	2,245	25	0	7,809	4,669	7,817
OTHER		0	31	1,912	1,690	1,921	0	61	5,779	4,288	5,825
Subtotal:-----		199	1,405	30,821	31,800	32,039	278	1,738	130,749	141,300	131,972
PEACH-NECTRN(MAY)	MT										
CANADA		240	114	47,289	39,338	48,567	328	181	39,147	41,169	40,639
MEXICO		32	0	16,203	11,674	16,203	18	0	6,851	5,159	6,851
TAIWAN		0	0	12,446	9,818	12,462	0	0	13,511	11,033	13,530
OTHER		59	50	7,043	4,485	7,166	46	41	5,380	3,815	5,475
Subtotal -----		331	164	82,982	65,314	84,399	391	222	64,888	61,176	66,494
PLUM-PRUNES(MAY)	MT										
TAIWAN		18	80	25,396	13,965	25,396	24	58	22,161	15,037	22,161
CANADA		99	90	23,967	13,712	24,565	146	136	18,401	19,710	19,218
HONG KONG		0	27	8,852	5,453	8,863	0	20	7,300	6,108	7,323
OTHER		27	107	11,930	4,460	12,537	43	82	8,939	4,804	9,786
Subtotal -----		144	303	70,144	37,591	71,360	213	296	56,801	45,659	58,487
FR AVOCADOS(OCT)	MT										
EU_15		962	179	1,606	2,345	8,266	795	139	1,290	1,537	7,016
FRANCE		675	54	864	191	5,243	579	77	725	152	4,300
JAPAN		33	16	166	96	2,086	46	8	246	96	3,960
CANADA		127	156	552	487	1,958	116	161	466	484	1,969
NETHERLANDS		157	54	435	1,567	1,303	121	31	343	1,047	1,166
UNITED KINGDOM		111	71	250	415	1,228	80	31	178	242	1,180
OTHER		1	0	3	13	181	13	0	16	20	284
Subtotal:-----		1,124	351	2,328	2,941	12,490	970	309	2,018	2,136	13,229
FR KIWIFRUIT(OCT)	MT										
CANADA		476	142	1,407	489	4,021	554	188	1,620	642	4,885
KOREA, REPUBLIC		229	119	324	338	2,659	431	195	602	540	4,282
TAIWAN		28	13	79	46	1,395	83	14	154	57	2,140
OTHER		331	88	759	116	1,430	426	98	861	128	1,778
Subtotal:-----		1,064	362	2,568	989	9,505	1,493	495	3,237	1,367	13,084
FRESH GRAPES (MAY)	MT										
CANADA		3,298	5,420	98,854	100,125	101,631	4,804	6,826	108,091	113,438	112,109
MEXICO		4,435	4,336	22,523	11,121	22,589	4,049	4,189	19,163	10,415	19,218
HONG KONG		953	2,793	21,065	28,032	21,192	1,228	3,615	25,146	37,786	25,353
TAIWAN		950	1,065	14,545	12,598	14,731	1,104	1,015	20,751	15,709	20,876
OTHER		5,046	12,432	53,722	63,058	54,961	6,562	15,097	72,785	85,833	74,266
Subtotal -----		14,681	26,046	210,710	214,934	215,105	17,848	30,742	245,936	263,180	251,822
FR STRAWBRIS(JAN)	MT										
CANADA		441	457	38,873	37,075	38,873	1,138	1,479	52,089	51,078	52,089
MEXICO		14	0	6,816	3,002	6,816	25	0	6,245	2,396	6,245
EU_15		17	5	5,738	2,696	5,738	47	22	11,850	6,343	11,850
JAPAN		23	67	4,338	6,653	4,338	216	99	21,177	24,166	21,177
UNITED KINGDOM		11	0	3,700	2,154	3,700	25	0	7,394	5,133	7,394
OTHER		57	56	1,570	1,093	1,570	161	200	5,003	3,171	5,003
Subtotal -----		552	584	57,335	50,518	57,335	1,587	1,800	96,365	87,154	96,365
FR ORNG INC TMPL(NOV)	MT										
CANADA		17,646	16,885	34,220	32,063	178,854	8,773	8,207	17,169	17,118	86,917
JAPAN		6,380	6,357	14,276	11,950	168,591	4,830	4,417	10,771	9,093	117,639
HONG KONG		6,514	6,964	14,587	8,529	128,098	3,469	3,435	7,211	4,150	65,705
OTHER		5,759	8,170	9,077	9,490	100,574	3,214	4,410	5,119	5,296	53,495
Subtotal -----		36,299	38,376	72,161	62,032	576,116	20,286	20,470	40,271	35,658	323,756
FR GRPFRT(SEP)	MT										
JAPAN		11,043	10,636	47,658	45,411	246,310	6,128	6,141	28,456	29,275	136,506
EU_15		16,717	14,187	42,302	53,626	116,454	7,484	6,256	18,895	24,635	51,175
CANADA		7,154	6,714	27,786	26,110	77,472	2,802	2,510	11,054	11,010	30,226
FRANCE		5,212	4,250	15,345	17,229	43,428	2,273	1,898	6,804	7,945	19,016
NETHERLANDS		5,652	5,277	13,027	22,053	33,908	2,711	2,279	6,154	9,967	15,232
OTHER		1,511	1,771	4,361	5,377	45,648	767	1,014	2,281	2,946	23,343
Subtotal -----		36,425	33,308	122,106	130,524	485,884	17,182	15,922	60,686	67,865	241,251
FR TANGERINES(NOV)	MT										
CANADA		1,196	2,686	3,921	5,097	10,651	955	2,304	3,215	4,415	9,619
JAPAN		0	0	0	0	662	0	0	0	0	843
OTHER		347	1,397	593	1,549	1,230	272	1,708	507	1,847	1,100
Subtotal -----		1,543	4,083	4,514	6,645	12,543	1,227	4,011	3,722	6,262	11,563

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED FRUIT											
CND PEACH&NECT(JUN)	MT										
JAPAN		135	154	2,182	2,565	4,595	145	175	2,442	2,718	4,780
CANADA		478	437	1,895	3,059	3,908	375	359	1,943	2,683	3,719
KOREA, REPUBLIC		255	0	928	1,334	2,314	214	0	843	1,071	1,990
TAIWAN		233	154	905	1,199	1,259	187	125	773	1,052	1,057
SINGAPORE		52	170	637	673	1,164	39	153	726	621	1,233
PHILIPPINES		0	48	731	327	1,018	0	54	525	236	744
OTHER		347	343	2,770	3,632	4,511	288	333	2,411	3,427	4,001
Subtotal:-----		1,500	1,306	10,048	12,790	18,769	1,248	1,198	9,665	11,808	17,524
CND PEARS(JUN)	MT										
CANADA		157	383	1,174	2,965	2,795	146	356	1,139	2,616	2,510
UNITED ARAB EMIR		61	0	253	66	555	40	0	159	70	323
JAPAN		34	48	210	378	485	26	42	223	373	529
EU_15		0	47	82	123	289	0	39	87	108	272
OTHER		48	77	343	268	596	40	77	302	243	570
Subtotal:-----		300	554	2,062	3,800	4,720	251	515	1,911	3,410	4,204
CND PNEAPL(JAN)	MT										
JAPAN		25	69	985	1,130	985	27	63	929	1,021	929
CANADA		93	85	947	959	947	90	77	887	964	887
EU_15		142	45	756	855	756	108	37	654	665	654
MEXICO		89	3	522	184	522	70	3	361	142	361
GERMANY		133	45	420	696	420	101	37	335	532	335
RUSSIAN FEDERATI		45	0	302	17	302	38	0	204	9	204
OTHER		43	19	268	472	268	36	22	257	487	257
Subtotal:-----		437	221	3,779	3,618	3,779	369	202	3,292	3,288	3,292
FRT MIXTURES(JUN)	MT										
CANADA		436	350	2,750	2,901	5,635	513	397	3,341	3,707	7,288
JAPAN		488	261	3,264	2,195	5,612	609	296	3,854	2,616	6,645
SINGAPORE		339	472	3,422	2,708	4,476	409	531	3,714	3,057	4,835
HONG KONG		388	243	2,420	1,945	3,915	521	257	2,679	2,176	4,366
PHILIPPINES		328	65	1,602	3,092	2,801	349	69	1,762	3,560	3,113
OTHER		456	545	4,175	3,893	6,837	492	652	4,767	4,601	7,854
Subtotal:-----		2,436	1,935	17,633	16,735	29,277	2,893	2,201	20,118	19,717	34,103
DRIED FRUIT											
DRD RAISINS(AUG)	MT										
EU_15		3,241	3,797	27,392	28,041	57,471	5,370	6,491	43,453	44,680	89,847
UNITED KINGDOM		1,426	1,759	12,243	13,287	27,824	2,347	3,059	18,137	20,826	42,083
JAPAN		1,445	1,790	9,257	9,811	24,527	2,134	2,933	13,213	15,509	35,608
CANADA		615	711	5,549	5,402	10,946	1,140	1,346	11,586	11,045	22,187
GERMANY		299	779	3,031	4,741	8,184	421	1,220	4,418	7,029	12,000
OTHER		2,713	2,749	14,386	13,914	27,927	4,799	4,921	24,286	24,859	46,450
Subtotal:-----		8,015	9,045	56,584	57,168	120,871	13,443	15,691	92,538	96,094	194,093
DRD PRUNES(AUG)	MT										
EU_15		2,243	2,499	15,421	15,302	33,645	5,507	6,075	37,659	36,546	82,871
JAPAN		1,076	743	5,546	5,592	13,614	2,439	1,557	12,799	12,553	30,245
GERMANY		540	716	4,032	4,299	10,549	1,250	1,661	9,144	10,095	25,549
ITALY		581	547	2,809	3,457	6,521	1,509	1,513	7,417	8,327	17,101
UNITED KINGDOM		327	549	1,708	1,823	4,943	745	1,244	3,647	4,065	10,596
CANADA		295	358	1,903	1,746	4,320	708	822	4,365	4,230	10,271
OTHER		753	664	4,451	4,351	8,235	1,476	1,221	9,352	9,185	17,546
Subtotal:-----		4,367	4,264	27,321	26,991	59,815	10,130	9,674	64,175	62,514	140,933
FRUIT JUICES(SSE)											
ORANGE JU CNC (DEC)	KL										
EU_15		13,896	11,962	13,896	11,962	148,694	4,861	5,509	4,861	5,509	59,417
NETHERLANDS		6,385	4,818	6,385	4,818	65,493	2,331	1,976	2,331	1,976	29,793
FRANCE		4,653	6,178	4,653	6,178	42,004	1,392	3,000	1,392	3,000	14,383
CANADA		2,982	3,071	2,982	3,071	31,993	4,573	4,853	4,573	4,853	53,116
KOREA, REPUBLIC		103	684	103	684	19,230	179	613	179	613	10,999
JAPAN		897	1,236	897	1,236	18,017	618	1,159	618	1,159	12,347
OTHER		5,154	4,199	5,154	4,199	71,989	2,158	1,668	2,158	1,668	31,600
Subtotal:-----		23,032	21,152	23,032	21,152	289,923	12,388	13,802	12,388	13,802	167,479
ORNG JU NTCNC(DEC)	KL										
CANADA		6,702	9,603	6,702	9,603	88,874	4,686	6,832	4,686	6,832	64,450
EU_15		5,719	2,822	5,719	2,822	40,805	3,342	1,717	3,342	1,717	22,965
BELGIUM-LUXEMBOU		3,658	960	3,658	960	23,918	2,099	640	2,099	640	13,154
UNITED KINGDOM		1,562	1,768	1,562	1,768	11,324	835	996	835	996	6,715
OTHER		2,211	1,637	2,211	1,637	23,107	1,733	1,268	1,733	1,268	16,933
Subtotal:-----		14,633	14,062	14,633	14,062	152,786	9,761	9,817	9,761	9,817	104,348
GRPFRT JU CNC (DEC)	KL										
EU_15		850	1,736	850	1,736	26,579	520	865	520	865	16,416
NETHERLANDS		97	331	97	331	15,777	143	401	143	401	11,070
JAPAN		846	752	846	752	14,625	689	953	689	953	14,377
ARGENTINA		2,494	96	2,494	96	4,496	711	69	711	69	1,371
GERMANY		101	0	101	0	3,910	73	0	73	0	1,953
ISRAEL		298	403	298	403	3,553	86	120	86	120	1,257
OTHER		385	716	385	716	5,617	593	608	593	608	7,257
Subtotal:-----		4,872	3,703	4,872	3,703	54,870	2,599	2,615	2,599	2,615	40,678
FRESH VEGETABLES											
FR ASPARAGUS(OCT)	MT										
JAPAN		120	31	163	33	10,410	337	121	599	135	44,501
CANADA		77	160	254	307	5,577	285	513	819	957	14,163
EU_15		38	0	81	91	1,247	90	0	186	148	3,340
SWITZERLAND		4	0	8	0	1,083	9	0	30	0	3,960
OTHER		7	0	11	13	227	19	5	46	29	854
Subtotal:-----		246	191	517	444	18,544	740	640	1,680	1,268	66,818
FR ONIONS(OCT)	MT										
JAPAN		15,746	13,411	83,150	39,774	142,128	4,241	2,948	22,372	8,777	41,391
CANADA		8,451	8,543	22,198	20,656	111,727	3,697	2,921	9,374	7,732	45,284
OTHER		10,419	4,550	35,520	18,150	57,412	3,384	1,493	10,967	5,662	18,352
Subtotal:-----		34,616	26,503	140,867	78,580	311,267	11,321	7,362	42,713	22,172	105,026
CANNED VEGETABLES											
CND SWT CORN(AUG)	MT										
JAPAN		4,049	3,122	21,705	14,764	58,455	3,486	2,358	19,101	11,553	50,065
EU_15		4,397	4,922	14,814	19,798	41,755	3,286	3,598	11,064	15,206	31,506
TAIWAN		2,154	2,254	8,447	8,083	15,315	2,013	2,076	8,197	7,224	14,279
GERMANY		1,001	1,530	3,032	8,069	14,333	729	1,152	2,284	6,346	10,642
UNITED KINGDOM		1,711	1,732	4,558	5,912	13,583	1,226	1,240	3,314	4,543	10,460
HONG KONG		1,004	1,425	5,760	6,672	12,437	854	1,150	4,918	5,481	10,484
OTHER		3,879	2,781	16,235	14,009	38,380	3,485	2,208	13,901	11,425	32,879
Subtotal:-----		15,483	14,505	66,961	63,327	166,342	13,123	11,390	57,181	50,889	139,213

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 95

COMMODITY AND COUNTRY	QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CND TOM PAS(JUL) MT										
CANADA	2,842	2,212	28,038	26,285	47,971	2,366	1,873	22,553	21,951	39,066
JAPAN	1,117	1,206	5,230	5,522	10,450	885	1,124	4,015	4,668	8,400
EU_15	20	39	166	101	6,632	17	35	142	83	5,159
ITALY	0	0	20	0	6,361	0	0	17	0	4,903
OTHER	3,468	2,904	12,354	14,699	24,833	2,663	2,566	10,085	10,890	20,846
Subtotal:-----	7,446	6,360	45,787	46,606	89,886	5,931	5,597	36,795	37,592	73,471
CND TOM SAUCE(JUL) MT										
CANADA	4,885	4,227	22,747	25,209	50,570	4,424	3,777	22,085	23,674	48,443
EU_15	1,925	622	4,703	2,143	7,888	2,066	683	4,865	2,484	8,307
JAPAN	589	614	2,689	2,864	6,052	543	561	3,069	2,844	7,249
MEXICO	674	219	4,399	1,218	5,653	403	200	2,929	1,049	3,882
UNITED KINGDOM	1,587	174	3,225	795	5,016	1,690	249	3,184	859	4,781
OTHER	926	1,172	4,805	5,912	8,856	1,070	1,360	4,921	6,464	9,499
Subtotal:-----	8,999	6,854	39,342	37,346	79,019	8,506	6,582	37,869	36,515	77,380
FRZN VEGETABLES										
FZN SWT CORN(JUL) MT										
JAPAN	4,250	3,464	20,494	19,799	38,749	3,977	3,040	19,542	17,800	37,029
TAIWAN	441	153	3,897	410	5,314	302	154	3,141	416	4,347
CANADA	223	215	1,674	1,191	3,863	182	187	1,301	1,036	3,012
AUSTRALIA	458	123	2,139	954	3,762	318	102	1,709	757	3,036
HONG KONG	271	325	1,914	1,773	3,716	233	218	1,719	1,346	3,157
OTHER	795	656	6,616	5,585	12,961	682	459	5,027	4,083	9,435
Subtotal-----	6,437	4,936	36,735	29,712	68,366	5,694	4,161	32,439	25,439	60,015
FZN F FRY(JUL) MT										
JAPAN	13,492	13,636	75,017	86,090	158,699	9,747	10,128	54,108	62,998	115,179
EU_15	9,765	102	12,742	7,625	36,974	8,834	67	11,011	5,106	26,383
KOREA, REPUBLIC	1,440	1,680	8,376	8,864	19,782	977	1,172	6,007	6,481	14,199
NETHERLANDS	5,648	18	8,489	3,247	17,021	6,139	12	8,163	2,164	14,206
HONG KONG	711	1,202	6,725	10,666	16,592	473	799	4,582	7,056	10,973
OTHER	8,308	9,482	42,211	57,538	95,393	6,552	7,024	31,879	44,099	74,213
Subtotal.-----	33,715	26,102	145,071	170,783	327,440	26,583	19,190	107,587	125,740	240,948
TREE NUTS										
ALMONDS UNSH(JUL) MT										
INDIA	1,125	317	4,603	4,031	8,201	2,906	719	11,889	9,698	20,591
JAPAN	403	633	1,661	3,604	3,375	1,239	1,991	5,046	9,904	10,069
EU_15	140	179	2,262	2,185	3,195	376	430	5,376	5,283	7,767
GERMANY	70	51	1,189	797	1,720	195	123	3,107	1,947	4,483
OTHER	414	331	2,705	1,598	3,614	1,308	682	6,406	3,810	8,520
Subtotal -----	2,082	1,460	11,230	11,419	18,385	5,829	3,823	28,716	28,695	46,948
ALMND SH/PREP(JUL) MT										
EU_15	9,931	17,845	67,431	87,684	120,402	32,838	51,711	236,662	292,571	423,076
GERMANY	3,174	5,848	26,806	32,439	47,817	10,154	16,071	94,172	114,705	167,343
JAPAN	2,144	4,026	8,340	18,053	18,233	7,304	9,436	33,696	48,313	69,671
SPAIN	1,338	1,536	5,397	8,400	14,274	4,193	7,047	17,956	34,490	47,767
FRANCE	1,507	2,886	6,883	8,744	12,410	4,639	7,431	23,641	27,941	42,833
NETHERLANDS	676	1,240	7,635	10,196	11,295	2,380	3,196	25,832	26,992	39,351
OTHER	6,598	7,509	35,599	42,143	57,486	20,013	17,578	112,080	99,599	182,741
Subtotal -----	18,673	29,381	111,370	147,879	196,120	60,156	78,725	382,438	440,483	675,488
WALNUTS SH(AUG) MT										
EU_15	570	820	6,118	3,468	7,860	1,412	1,350	12,541	7,282	17,020
JAPAN	361	1,464	1,954	4,074	5,953	1,281	5,378	8,143	14,501	22,633
ITALY	233	98	3,238	311	3,545	430	99	5,291	750	5,864
CANADA	191	275	1,282	1,126	2,275	656	858	3,852	3,952	7,261
ISRAEL	268	206	763	722	1,372	768	983	2,380	3,245	4,707
SPAIN	75	182	821	1,226	1,204	225	411	1 946	2,429	3,291
OTHER	415	403	2,533	1,858	4,556	1,384	1,250	6,885	5,522	14,256
Subtotal-----	1,804	3,168	12,649	11,248	22,015	5,500	9,819	33,801	34,501	65,876
WALNUTS UNSH(AUG) MT										
EU_15	1,457	1,621	42,373	46,898	43,938	2,854	3,195	66,944	90,103	69,868
GERMANY	105	391	12,941	14,454	13,094	158	706	19,185	27,637	19,452
SPAIN	441	408	9,911	13,364	10,238	743	853	15,728	24,856	16,330
ITALY	653	606	8,792	9,663	9,116	1,500	1,183	14,456	18,671	15,026
NETHERLANDS	126	117	5,599	3,975	5,861	210	238	9,287	7,958	9,768
OTHER	810	1,035	7,164	6,527	9,611	1,826	2,054	12,665	13,045	17,226
Subtotal -----	2,266	2,656	49,536	53,425	53,549	4,679	5,250	79,610	103,149	87,094
HOPS&PRODUCTS										
HOP PELTS(SEP) MT										
BRAZIL	69	707	884	1,192	2,829	465	3,578	4,751	6,079	14,879
CANADA	101	73	378	350	1,382	671	528	2,507	2,272	9,139
EU_15	308	59	534	294	1,099	2,224	331	3,611	1,596	7,044
JAPAN	108	20	108	20	451	648	65	648	65	2,873
COLOMBIA	382	0	382	0	435	2,291	0	2,291	0	2,578
GERMANY	112	14	180	76	418	806	67	1,197	321	2,705
OTHER	67	117	209	408	706	232	348	1,010	1,538	3,433
Subtotal -----	1,034	976	2,495	2,264	6,903	6,532	4,850	14,818	11,550	39,947
HOP EXTRACT(SEP) MT										
EU_15	72	135	477	543	1,499	1,756	1,956	7,847	7,947	23,750
MEXICO	81	44	257	199	735	2,450	1,314	7,210	5,299	15,944
GERMANY	55	27	224	185	624	1,350	318	3,892	2,510	9,542
BRAZIL	22	19	129	86	458	405	269	1,360	1,040	5,350
COLOMBIA	78	320	104	320	427	2,171	2,462	2,384	2,462	7,160
KOREA, REPUBLIC	0	45	22	61	311	0	583	460	1,044	3,470
OTHER	68	84	334	192	1,024	1,274	1,341	5,276	3,002	14,957
Subtotal -----	321	644	1,322	1,399	4,454	8,057	7,925	24,537	20,794	70,630
HOPS,NSPF(SEP) MT										
EU_15	355	211	853	1,474	1,544	2,416	865	4,892	7,041	9,651
GERMANY	194	203	521	1,151	1,108	1,274	802	2,848	5,119	6,842
UNITED KINGDOM	161	9	330	278	418	1,142	63	2,031	1,598	2,512
MEXICO	0	0	0	74	189	0	0	0	265	1,494
BRAZIL	35	0	127	6	169	86	0	730	75	957
JAPAN	5	45	5	46	146	28	249	28	255	941
OTHER	97	52	192	89	445	599	1,134	1,190	1,606	2,795
Subtotal.-----	491	308	1,177	1,689	2,492	3,128	2,248	6,841	9,242	15,838
WINE										
GRAPE WINE(JAN) KL										
EU_15	2,237	5,108	42,518	55,735	42,518	3,316	9,790	66,365	93,678	66,365
CANADA	2,210	1,831	32,725	27,167	32,725	4,428	3,735	49,168	50,421	49,168
UNITED KINGDOM	633	3,035	19,825	32,530	19,825	1,218	6,226	37,484	58,288	37,484
JAPAN	794	1,170	14,420	16,441	14,420	1,289	1,865	21,439	28,072	21,439
SWEDEN	367	328	6,841	3,382	6,841	200	833	4,335	3,884	4,335
OTHER	1,712	3,945	28,217	31,732	28,217	2,737	6,063	40,531	48,145	40,531
Subtotal:-----	6,953	12,054	117,880	131,073	117,880	11,770	21,453	177,503	220,316	177,503

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
DEC 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		0	0	4,478	11,332	39,444	0	0	6,293	15,086	44,187
CANADA		4,602	6,280	26,903	44,165	43,220	1,983	2,934	9,055	15,347	17,224
SOUTH AFRICA, RE		0	0	5,508	9,265	19,167	0	0	4,544	5,396	14,231
OTHER		0	0	209	354	24,572	0	1	132	137	9,369
Subtotal:-----		4,602	6,280	37,098	65,117	126,404	1,983	2,936	20,024	35,966	85,011
FR PEARS(JUL)	MT										
CHILE		0	0	56	18	26,058	0	0	20	6	9,407
ARGENTINA		0	0	0	0	12,527	0	0	0	0	7,282
SOUTH AFRICA, RE		0	0	0	0	6,524	0	0	0	0	4,122
OTHER		94	403	1,044	1,630	2,929	261	446	3,286	4,054	5,520
Subtotal -----		94	403	1,100	1,648	48,038	261	446	3,306	4,060	26,332
APRICOT (MAY)	MT										
CHILE		736	938	747	945	919	511	1,250	536	1,276	651
NEW ZEALAND		0	0	0	0	259	0	0	0	0	593
OTHER		1	0	56	6	56	3	0	69	9	69
Subtotal:-----		737	938	803	950	1,233	514	1,250	605	1,285	1,313
PEACH-NEC(MAY)	MT										
CHILE		7,549	4,069	8,047	4,237	49,100	4,857	4,352	5,247	4,536	31,406
OTHER		0	19	187	251	368	0	23	155	244	356
Subtotal:-----		7,549	4,088	8,234	4,488	49,468	4,857	4,375	5,401	4,780	31,762
PLUM-PRUNE(MAY)	MT										
CHILE		1,615	1,296	1,726	1,298	23,124	1,058	1,523	1,142	1,529	15,369
OTHER		60	31	249	193	291	67	48	293	281	420
Subtotal -----		1,676	1,327	1,976	1,492	23,414	1,125	1,571	1,435	1,810	15,789
FRESH GRAPES (MAY)	MT										
CHILE		26,424	13,122	31,656	14,722	280,758	25,389	23,842	29,670	25,043	217,136
MEXICO		4	0	41,048	80,492	41,048	5	0	46,576	82,696	46,576
OTHER		76	82	1,018	2,014	4,354	87	148	475	1,375	7,106
Subtotal:-----		26,503	13,204	73,722	97,228	326,160	25,481	23,990	76,721	109,114	270,818
FR RASPBRY(JAN)	MT										
CANADA		0	0	6,176	6,362	6,176	0	0	13,062	11,568	13,062
OTHER		294	338	1,253	1,664	1,253	816	998	2,881	5,695	2,881
Subtotal:-----		294	338	7,429	8,026	7,429	816	998	15,943	17,263	15,943
FR STRAWBRIS(JAN)	MT										
MEXICO		754	707	18,950	25,894	18,950	1,114	1,032	31,945	43,626	31,945
OTHER		355	328	893	790	893	921	738	2,360	2,077	2,360
Subtotal:-----		1,109	1,035	19,843	26,684	19,843	2,035	1,771	34,305	45,702	34,305
FR BANANA(JAN)	MT										
COSTA RICA		77,261	78,172	977,101	958,125	977,101	22,351	24,808	247,820	306,323	247,820
ECUADOR		67,934	65,207	785,910	931,548	785,910	18,053	17,642	204,154	256,231	204,154
COLOMBIA		46,554	21,596	629,509	439,555	629,509	13,965	6,398	186,765	129,004	186,765
OTHER		85,524	118,684	1,301,463	1,334,593	1,301,463	22,403	31,171	357,419	370,887	357,419
Subtotal:-----		277,273	283,658	3,693,983	3,663,821	3,693,983	76,772	80,019	996,158	1,062,445	996,158
FR MANGO(JAN)	MT										
MEXICO		0	0	108,432	114,746	108,432	0	0	81,678	100,600	81,678
OTHER		2,724	2,032	15,163	27,647	15,163	2,753	2,257	15,151	23,031	15,151
Subtotal:-----		2,724	2,032	123,596	142,393	123,596	2,753	2,257	96,829	123,631	96,829
FR PINAPLE(JAN)	MT										
COSTA RICA		6,346	5,745	82,295	76,991	82,295	2,267	1,942	28,637	27,389	28,637
HONDURAS		1,841	2,151	28,782	33,148	28,782	509	588	7,927	8,972	7,927
OTHER		1,229	823	16,784	12,525	16,784	214	252	3,523	3,234	3,523
Subtotal:-----		9,415	8,719	127,861	122,664	127,861	2,989	2,782	40,086	39,596	40,086
FR CANTLPE(MAY)	MT										
MEXICO		5,396	8,521	31,466	49,799	83,693	1,824	2,993	10,160	16,298	22,689
COSTA RICA		38	0	5,776	5,291	46,258	9	0	2,188	2,133	20,467
GUATEMALA		7,287	10,879	22,824	20,887	48,065	2,244	3,058	6,976	6,144	14,828
HONDURAS		7,591	7,393	12,348	9,784	60,850	1,690	1,675	2,805	2,244	13,895
OTHER		2,441	3,889	3,632	6,138	23,389	569	1,006	837	1,573	5,421
Subtotal:-----		22,753	30,682	76,047	91,900	262,255	6,336	8,732	22,967	28,391	77,301
FR MELON,OT(MAY)	MT										
MEXICO		4,695	7,075	28,304	32,367	44,191	1,308	2,508	9,396	11,006	14,639
COSTA RICA		0	0	1,027	970	26,556	0	0	395	391	12,098
OTHER		7,713	7,443	13,064	12,496	50,121	2,380	3,004	3,944	4,350	16,032
Subtotal:-----		12,408	14,518	42,395	45,833	120,868	3,688	5,513	13,734	15,748	42,768
FR ORANGES(NOV)	MT										
AUSTRALIA		0	0	0	0	5,523	0	0	0	0	6,391
MEXICO		76	441	76	441	7,589	30	219	30	219	2,922
OTHER		148	62	342	189	4,926	144	68	185	112	1,652
Subtotal:-----		224	503	417	630	18,038	176	287	217	331	10,967
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU 15		1,105	190	29,717	23,299	29,717	950	201	23,341	22,831	23,341
SPAIN		1,102	190	29,580	23,290	29,580	946	201	23,213	22,803	23,213
CHINA, PEOPLES R		1,724	127	19,914	10,811	19,914	1,191	130	14,697	9,817	14,697
OTHER		94	0	948	460	948	73	0	828	558	828
Subtotal:-----		2,923	316	50,578	34,570	50,578	2,214	331	38,866	33,207	38,866
CND BLK OLV(NOV)	MT										
EU 15		878	1,225	1,533	2,508	10,964	2,032	2,708	3,536	5,604	24,733
SPAIN		639	1,089	1,091	2,234	9,197	1,388	2,404	2,363	4,992	20,510
MOROCCO		211	452	353	854	5,215	397	1,054	652	1,933	10,441
OTHER		15	21	22	27	115	45	53	55	65	245
Subtotal:-----		1,104	1,698	1,908	3,389	16,303	2,475	3,815	4,243	7,601	35,440
CND GRN OLV(NOV)	MT										
EU 15		2,763	2,584	6,121	5,870	33,202	7,627	8,314	17,436	18,335	100,701
SPAIN		2,579	2,571	5,847	5,804	32,838	7,252	8,270	16,906	18,182	99,890
OTHER		220	132	363	247	2,245	305	261	495	487	3,528
Subtotal:-----		2,982	2,716	6,485	6,118	35,447	7,932	8,575	17,931	18,822	104,229
CND PEACH(JUN)	MT										
EU 15		1,474	1,599	9,897	6,569	17,050	835	1,094	5,491	4,237	9,623
GREECE		1,443	1,566	9,703	6,506	16,743	808	1,064	5,302	4,082	9,266
OTHER		291	289	2,739	2,646	3,689	190	210	1,780	1,860	2,430
Subtotal:-----		1,765	1,888	12,636	9,216	20,739	1,025	1,304	7,272	6,097	12,052
CND PINAPLE(JAN)	MT										
THAILAND		13,766	3,240	154,150	99,474	154,150	6,993	2,226	78,883	53,336	78,883
PHILIPPINES		6,421	8,694	129,101	124,605	129,101	3,509	6,037	74,096	72,287	74,096
OTHER		5,027	5,233	50,388	71,416	50,388	2,163	3,566	20,440	31,492	20,440
Subtotal:-----		25,214	17,167	333,639	295,495	333,639	12,666	11,829	173,419	157,115	173,419
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		1,848	1,426	7,268	7,382	14,039	2,754	2,974	11,161	14,631	22,370
OTHER		14	34	112	293	250	48	57	285	953	687
Subtotal:-----		1,862	1,460	7,380	7,675	14,290	2,803	3,031	11,447	15,585	23,057
DATES(SEP)	MT										
PAKISTAN		276	348	660	724	1,757	300	367	611	708	1,708
CHINA, PEOPLES R		57	39	129	79	592	92	65	226	137	868
OTHER		10	149	158	620	414	19	388	386	1,167	834
Subtotal:-----		342	537	948	1,423	2,764	412	820	1,223	2,013	3,410

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
DEC 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
DRD FIG(SEP)	MT										
EU 15		58	2	1,052	823	1,134	131	8	2,633	1,919	2,736
GREECE		58	0	1,025	802	1,069	124	0	2,518	1,849	2,572
TURKEY		125	115	563	478	1,420	172	165	961	965	1,927
MEXICO		0	20	233	244	365	0	52	834	768	1,209
OTHER		10	2	26	6	28	13	6	63	15	71
Subtotal:-----		193	139	1,874	1,551	2,948	316	230	4,491	3,666	5,943
DRD RAISIN(AUG)	MT										
MEXICO		210	985	2,864	5,291	5,543	234	854	2,531	4,404	4,929
CHILE		183	120	1,041	821	2,316	226	131	1,268	946	2,807
TURKEY		246	208	901	623	1,863	247	223	853	641	1,871
OTHER		1	21	178	153	426	1	24	200	159	447
Subtotal:-----		640	1,334	4,983	6,888	10,148	709	1,232	4,853	6,150	10,055
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
EU 15		29,669	36,712	123,170	100,155	288,358	7,874	16,289	27,473	42,296	75,810
ARGENTINA		1,010	3,864	171,736	131,610	336,203	170	1,742	26,516	47,686	71,749
GERMANY		20,028	25,654	87,119	60,492	213,744	5,509	11,684	19,365	26,190	57,562
OTHER		35,282	20,528	187,078	144,543	355,342	8,682	8,914	36,404	53,491	79,096
Subtotal:-----		65,961	61,104	481,984	376,307	979,904	16,725	26,945	90,393	143,472	226,655
FCOJ(DEC)	KL										
BRAZIL		70,265	44,731	70,265	44,731	390,548	12,175	10,922	12,175	10,922	82,477
MEXICO		14,321	6,144	14,321	6,144	248,924	3,531	1,538	3,531	1,538	59,483
OTHER		8,165	4,358	8,165	4,358	86,074	1,615	829	1,615	829	20,438
Subtotal -----		92,750	55,234	92,750	55,234	725,546	17,321	13,290	17,321	13,290	162,397
GRAPE JU(JAN)	KL										
EU 15		1,415	130	23,269	3,424	23,269	829	107	12,643	2,073	12,643
ITALY		1,413	130	12,156	3,312	12,156	827	107	6,471	1,996	6,471
SPAIN		0	0	10,898	69	10,898	0	0	6,017	17	6,017
BRAZIL		697	772	12,663	8,545	12,663	318	216	4,500	2,914	4,500
OTHER		3,423	12,847	30,935	76,797	30,935	1,054	3,307	9,537	21,134	9,537
Subtotal -----		5,534	13,749	66,866	88,766	66,866	2,201	3,630	26,679	26,121	26,679
PNEAPL JUCN(JAN)	KL										
PHILIPPINES		5,997	13,246	95,904	114,084	95,904	805	2,030	15,324	16,167	15,324
THAILAND		8,371	6,071	92,632	97,211	92,632	1,210	1,598	14,423	18,019	14,423
OTHER		2,426	3,985	24,503	26,319	24,503	488	1,158	5,518	6,517	5,518
Subtotal -----		16,795	23,302	213,039	237,613	213,039	2,503	4,786	35,265	40,703	35,265
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		1,578	2,906	43,380	51,400	43,380	493	897	12,278	16,003	12,278
THAILAND		943	5,452	10,030	18,013	10,030	772	1,558	8,176	10,398	8,176
OTHER		1,620	42	10,691	14,794	10,691	315	38	2,058	2,635	2,058
Subtotal -----		4,140	8,400	64,101	84,208	64,101	1,580	2,492	22,511	29,036	22,511
FROZEN FRUIT											
FZN STRBRY(DEC)	MT										
MEXICO		995	390	995	390	26,227	1,124	266	1,124	266	24,480
OTHER		68	57	68	57	701	124	96	124	96	2,239
Subtotal: ---		1,063	448	1,063	448	26,928	1,248	362	1,248	362	26,719
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		1,941	3,921	2,146	5,128	12,543	4,306	3,147	4,642	4,293	20,264
OTHER		46	1	125	29	1,656	46	2	94	31	1,360
Subtotal -----		1,987	3,922	2,271	5,156	14,198	4,352	3,148	4,736	4,324	21,624
FR CARROT(OCT)	MT										
CANADA		12,094	9,440	36,682	32,905	73,712	3,818	2,744	9,754	8,703	22,668
MEXICO		1,741	2,221	2,105	5,399	27,215	211	316	257	795	4,195
OTHER		0	112	43	129	242	0	60	18	66	202
Subtotal.-----		13,835	11,773	38,829	38,433	101,168	4,029	3,120	10,029	9,564	27,065
FR CABBAGE(OCT)	MT										
CANADA		3,684	3,183	9,806	9,921	25,106	1,007	738	2,468	2,522	6,713
MEXICO		725	865	1,737	3,601	8,547	163	173	356	645	1,690
OTHER		0	0	1	0	34	0	0	7	1	25
Subtotal -----		4,410	4.049	11.544	13,522	33,687	1,170	911	2,830	3,169	8,428
FR CELERY(OCT)	MT										
MEXICO		1,164	1,723	1,718	2,986	20,056	378	364	537	715	8,951
OTHER		1	14	334	413	3,951	3	18	108	134	1,337
Subtotal.-----		1,165	1,737	2,053	3,399	24,006	381	382	645	849	10,289
FR CUCMBR(OCT	MT										
MEXICO		30,603	38,974	54,166	76,766	216,388	18,292	7,688	28,287	16,758	119,326
OTHER		2,236	1,801	3,192	2,584	21,095	640	448	1,416	1,256	8,193
Subtotal -----		32,839	40,776	57,358	79,349	237,483	18,932	8,135	29,702	18,014	127,519
FR CAULFLWR(OCT)	MT										
CANADA		0	0	877	387	3,383	0	0	311	117	1,216
MEXICO		179	222	200	222	1,965	161	66	170	66	549
OTHER		3	0	3	0	27	2	0	2	0	23
Subtotal-----		182	222	1,080	609	5,375	163	66	484	183	1,787
FR GARLIC(OCT)	MT										
MEXICO		0	0	34	92	16,004	0	0	136	85	20,144
OTHER		550	652	1,506	1,550	6,681	665	701	1,917	1,720	9,106
Subtotal ----		550	651	1,540	1,642	22,685	665	701	2,054	1,805	29,250
FR ONION(OCT)	MT										
MEXICO		9,727	10,598	23,488	23,935	181,755	10,625	9,462	26,255	29,940	112,729
OTHER		2,605	3,229	7,445	7,710	33,020	1,216	1,380	3,164	3,240	15,472
Subtotal -----		12,332	13,827	30,933	31,646	214,775	11,841	10,842	29,420	33,181	128,201
FR PEPPERS(OCT)	MT										
MEXICO		16,233	22,477	26,064	46,651	183,383	23,070	15,535	32,749	29,122	179,459
EU 15		1,011	749	4,796	3,555	19,511	2,773	3,315	11,997	10,510	52,433
NETHERLANDS		997	723	4,617	3,451	18,994	2,728	3,197	11,468	10,167	50,912
OTHER		110	490	928	2,054	8,024	193	1,294	1,554	3,762	12,721
Subtotal -----		17,353	23,717	31,788	52,260	210,918	26,035	20,144	46,300	43,394	244,613
FR SEED POT(OCT)	MT										
CANADA		5,269	7,165	10,684	13,423	99,720	825	1,048	1,790	2,008	17,245
OTHER		0	26	0	26	1	0	13	0	17	9
Subtotal -----		5,269	7,191	10,684	13,449	99,721	825	1,061	1,790	2,024	17,253
FR TBL POT(OCT)	MT										
CANADA		14,863	33,806	43,357	104,762	146,720	3,207	7,285	9,203	21,109	27,206
OTHER		0	0	0	0	40	0	0	0	0	46
Subtotal:-----		14,863	33,806	43,357	104,762	146,760	3,207	7,285	9,203	21,109	27,252
FR TOMATO(OCT)	MT										
MEXICO		27,567	53,291	54,282	113,001	534,344	27,352	52,742	47,108	86,804	366,385
OTHER		1,146	1,964	3,311	5,748	25,427	2,674	4,594	6,440	11,194	39,682
Subtotal-----		28,713	55,255	57,593	118,749	559,771	30,026	57,335	53,548	97,998	406,067
FR ASPARG(OCT)	MT										
MEXICO		224	515	895	1,201	21,447	631	1,177	1,862	2,645	36,319
PERU		1,823	1,993	5,210	5,448	9,226	2,646	3,304	7,902	10,132	14,544
OTHER		453	605	2,518	3,233	3,959	647	908	2,582	3,749	4,800
Subtotal.-----		2,500	3,113	8,623	9,882	34,632	3,924	5,389	12,346	16,526	55,664

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATEO
DEC 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		0	0	609	3	7,746	0	0	427	2	6,334
CANADA		122	37	551	232	6,814	101	30	396	223	4,527
CHILE		55	54	976	2,001	4,121	44	47	767	1,490	3,133
OTHER		496	220	2,076	2,652	4,406	468	215	1,445	2,309	3,173
Subtotal:-----		674	311	4,212	4,887	23,087	614	293	3,035	4,025	17,167
CND TOM SAUCE(JUL)	MT										
EU 15		1,022	724	5,323	3,272	10,090	739	960	3,688	3,896	9,414
SPAIN		821	160	4,106	659	6,254	612	549	3,060	2,262	7,416
MOROCCO		547	40	3,009	520	4,648	408	137	2,421	1,769	6,295
CANADA		474	394	2,195	5,598	6,056	368	302	1,608	3,879	4,194
OTHER		503	421	2,324	3,603	4,586	359	323	1,560	2,127	2,831
Subtotal:-----		2,545	1,579	12,850	12,993	25,379	1,873	1,723	9,276	11,671	22,734
CNO TOMATO(JUL)	MT										
CHILE		1,215	720	8,116	7,236	15,843	509	372	3,769	3,335	7,084
EU 15		2,114	1,973	11,102	9,413	21,746	613	582	3,511	2,569	6,394
ITALY		2,114	1,973	11,050	9,229	21,574	613	582	3,495	2,501	6,343
ISRAEL		7	683	3,908	14,710	10,457	17	406	1,164	9,136	3,932
OTHER		72	746	565	2,271	1,828	41	365	291	1,078	849
Subtotal:-----		3,409	4,123	23,691	33,630	49,875	1,180	1,724	8,735	16,119	18,260
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R		169	1,029	6,315	11,656	25,173	353	2,208	11,252	25,211	48,192
INDONESIA		1,638	1,379	8,801	7,640	17,996	4,585	3,424	22,721	19,517	47,163
OTHER		1,990	1,814	14,001	10,487	27,676	5,199	4,026	34,609	24,921	67,047
Subtotal:-----		3,797	4,222	29,117	29,784	70,844	10,136	9,658	68,582	69,649	162,402
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		11,881	11,564	42,375	51,054	147,045	7,211	6,294	26,073	27,959	85,384
OTHER		1,547	1,808	7,633	9,954	19,111	1,085	1,525	5,336	7,735	13,903
Subtotal:-----		13,428	13,372	50,008	61,008	166,156	8,296	7,819	31,409	35,694	99,287
FZN CAULFLR(SEP)	MT										
MEXICO		4,804	2,947	14,989	9,333	23,066	2,535	1,749	9,228	5,635	14,886
OTHER		405	184	1,397	768	2,611	276	146	908	536	1,757
Subtotal:-----		5,209	3,131	16,385	10,100	25,677	2,811	1,895	10,137	6,171	16,642
FZN POTATO(SEP)	MT										
CANADA		14,703	15,783	51,656	54,468	157,531	8,611	9,258	29,464	32,735	94,960
OTHER		1	26	89	53	300	7	39	103	87	394
Subtotal:-----		14,704	15,809	51,744	54,521	157,832	8,618	9,297	29,567	32,822	95,354
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		3	30	7	165	68	6	78	13	429	210
CHINA, PEOPLES R		0	0	0	0	68	0	0	0	0	112
OTHER		1	0	1	8	2	6	0	6	12	8
Subtotal:-----		5	30	9	173	138	12	78	20	441	330
CASHEW NUT(AUG)	MT										
INDIA		2,829	2,120	16,460	12,286	31,403	11,902	10,493	71,592	58,720	136,022
BRAZIL		1,550	1,753	7,312	8,775	22,358	7,054	8,666	33,998	43,203	100,544
OTHER		359	254	1,817	1,923	2,995	1,342	1,160	7,759	8,784	12,754
Subtotal:-----		4,739	4,128	25,589	22,984	56,757	20,299	20,318	113,349	110,707	249,321
FILBERTS(AUG)	MT										
TURKEY		662	232	1,551	1,994	5,910	2,537	865	5,815	7,308	21,149
OTHER		12	5	163	549	247	61	24	476	708	812
Subtotal:-----		673	237	1,714	2,542	6,157	2,598	889	6,292	8,016	21,961
PECANS NSH(SEP)	MT										
MEXICO		5,717	8,524	13,424	15,189	19,219	13,284	12,050	27,124	21,924	37,949
OTHER		0	0	41	0	41	0	0	68	0	68
Subtotal:-----		5,717	8,524	13,465	15,189	19,260	13,284	12,050	27,191	21,924	38,016
WINES											
CHMP&SPRK WN(JAN)	KL										
EU 15		2,778	2,085	29,631	29,944	29,631	21,960	20,076	269,026	288,832	269,026
FRANCE		782	726	10,246	9,930	10,246	13,475	14,093	185,494	200,949	185,494
ITALY		740	552	11,131	11,200	11,131	3,190	2,347	49,372	50,900	49,372
OTHER		23	20	364	277	364	110	84	1,150	1,051	1,150
Subtotal:-----		2,803	2,106	29,995	30,222	29,995	22,070	20,160	270,176	289,884	270,176
FT&VERM WN(JAN)	KL										
EU 15		1,010	863	14,201	13,386	14,201	4,056	4,039	56,651	58,756	56,651
ITALY		566	369	8,087	7,204	8,087	1,378	864	19,802	17,526	19,802
PORTUGAL		154	119	1,615	1,761	1,615	1,555	1,588	16,685	18,828	16,685
SPAIN		211	299	3,667	3,466	3,667	725	1,265	16,223	16,754	16,223
OTHER		26	28	215	381	215	102	104	911	1,568	911
Subtotal:-----		1,036	891	14,417	13,766	14,417	4,159	4,143	57,562	60,324	57,562
OTH GP WINE(JAN)	KL										
EU 15		13,542	13,275	173,380	177,249	173,380	48,662	54,157	585,926	662,411	585,926
FRANCE		4,641	4,283	58,150	60,100	58,150	23,104	26,917	293,182	340,241	293,182
ITALY		6,689	7,286	91,466	94,502	91,466	18,999	20,653	223,717	245,296	223,717
OTHER		3,617	4,762	46,145	51,104	46,145	9,680	11,669	110,741	128,815	110,741
Subtotal:-----		17,158	18,037	219,533	228,353	219,533	58,342	65,826	696,680	791,226	696,680
OTH WN PROD(JAN)	KL										
EU 15		308	395	4,771	5,180	4,771	474	568	6,612	6,959	6,612
JAPAN		125	87	1,598	1,599	1,598	565	353	6,210	7,428	6,210
CANADA		176	93	3,301	878	3,301	181	52	4,303	586	4,303
UNITED KINGDOM		195	178	2,489	2,711	2,489	296	200	3,392	3,340	3,392
OTHER		71	163	1,018	1,120	1,018	173	286	2,003	2,270	2,003
Subtotal:-----		680	737	10,689	8,777	10,689	1,393	1,259	19,127	17,244	19,127
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	4,155	6,897	90,891	99,585	90,891
OTHER		0	0	0	0	0	2,441	3,562	34,773	52,556	34,773
Subtotal:-----		0	0	0	0	0	6,596	10,459	125,664	152,141	125,664
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	9,407	10,504	88,240	109,471	88,240
OTHER		0	0	0	0	0	258	426	2,408	3,995	2,408
Subtotal.-----		0	0	0	0	0	9,666	10,930	90,648	113,466	90,648

NTIS Order Form For FAS Subscriptions

U.S. DEPARTMENT OF COMMERCE
Technology Administration
National Technical Information Service
Springfield, VA 22161

To order subscriptions, call (703) 487-4630.
TDD (For hearing impaired only), call (703) 487-4639.

(703) 487-4630
or Fax this form to (703) 321-9467

Ship to Address

Please PRINT or TYPE

Customer Master Number (If Known) Date

Company

Attention Title

Last Name First Initial

Suite or Room Number

Full Street Address Required

( ) ( )
City State ZIP

Country Foreign Postal Code

Telephone number Fax number

Payment

Charge my ☐ VISA ☐ MasterCard ☐ American Express

Account No.

Exp. Cardholder's name (Please print)

Signature: (Required to validate all orders)

☐ Check/Money order enclosed for $ (Payable in U.S. dollars)

Make check/money order payable to and mail to NTIS.

Return Policy: To inquire about the NTIS return policy, please call the NTIS Subscription Section at (703) 487-4630.

Single Copies: To order single copies, call our Sales Desk at (703) 487-4650. Order via the Internet: orders@ntis.fedworld.gov. RUSH Service is available for an additional fee. Call 1-800-553-NTIS

Subscription Price Schedule
Foreign Agricultural Service (FAS) Publications

No. of Subscriptions	Order No.	Titles	Prices* Domestic	Prices* International	Total
	SUB9706LJX	Agricultural Trade Highlights (12 issues)	$ 65.00	$ 110.00	
	SUB9707LJX	Tropical Products (Coffee, Tea, Cocoa, Spices Essentials Oils) (4 issues)	30.00	60.00	
	SUB9708LJX	Cotton: World Markets & Trade (12 issues)	75.00	142.00	
	SUB9709LJX	Dairy, Livestock & Poultry: U.S. Trade & Prospects (12 issues)	98.00	214.00	
	SUB9710LJX	Dairy Monthly Imports (12 issues)	65.00	110.00	
	SUB9711LJX	Livestock & Poultry: World Markets & Trade (2 issues)	21.00	42.00	
	SUB9739LJX	Dairy: World Markets & Trade (2 issues)	21.00	42.00	
	SUB9712LJX	All 28 Dairy, Livestock & Poultry reports	170.00	356.00	
	SUB9713LJX	Grain: World Markets & Trade (12 issues)	90.00	180.00	
	SUB9714LJX	World Horticultural Trade & U.S. Export Opportunities (12 Issues)	90.00	180.00	
	SUB9715LJX	Oilseeds: World Markets & Trade (12 Issues)	98.00	196.00	
	SUB9716LJX	U.S. Planting Seed Trade (13 issues)	55.00	115.00	
	SUB9717LJX	Sugar: World Markets & Trade (2 issues)	25.00	50.00	
	SUB9718LJX	Tobacco: World Markets & Trade (12 issues)	80.00	182.00	
	SUB9719LJX	World Agricultural Production (12 issues)	95.00	160.00	
	SUB9734LJX	Wood Products: International Trade & Foreign Markets (5 issues)	55.00	118.00	
	SUB9735LJX	Monthly Summary of Export Credit Guarantee Program Activity (12 issues)	70.00	120.00	
	SUB9736LJX	U.S. Export Sales (52 issues)	175.00	320.00	
	SUB9737LJX	AgExporter Magazine (12 issues)	51.00	59.00	
	PB96-136403	Food & Agricultural Export Directory	19.50	39.00	

GRAND TOTAL

Prices are subject to change.
The NTIS Subscription Section (703) 487-4630 can provide pricing verification.

* Prices include first-class delivery for domestic (U.S., Canada, and Mexico); airmail delivery for international (all other countries).

April 1996

UNITED STATES DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE
AG BOX 1006
WASHINGTON, D.C. 20250-1006

For questions concerning your subscription or change of address, PRINT OR TYPE the new address, including ZIP CODE and return this sheet to:

U.S. DEPARTMENT OF COMMERCE
TECHNOLOGY ADMINISTRATION
NATIONAL TECHNICAL INFORMATION SERVICE
SPRINGFIELD, VA 22161

For questions or concerns on the data included in this publication, contact:

U.S. DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE
AG BOX 1006
WASHINGTON, D.C. 20250-1006

Agricultural Trade Reports Available Electronically

Summaries and selected tables from several Foreign Agricultural Service (FAS) trade reports are available through the U.S. Department of Commerce's Economic Bulletin Board (EBB). The reports are Grain: World Markets and Trade (two parts), Cotton : World Markets and Trade (two parts), Oilseeds: World Markets and Trade, World Agricultural Production (two parts), World Horticultural Trade and U.S. Export Opportunities, Tobacco: World Markets and Trade, Dairy: World Markets and Trade, Wood Products: International Trade & Foreign Markets, Sugar: World Markets and Trade, U.S. Export Sales, Livestock and Poultry: World Markets and Trade, Tropical Products: World Markets and Trade, U.S. Planting Seed Trade Exports, Agricultural Trade Leads and Agricultural (GEDES) reports.

These reports are generally available electronically on the EBB on release day and remain on line until the next report in the series is issued. You can reach the EBB from most personal computers equipped with a modem and standard communications software. You can also access the EBB over the Internet using TELNET at ebb.stat-usa.gov. The EBB is available 24 hours a day, 7 days a week, and supports over 50 concurrent users. For more information, call (202) 482-1986 (Monday-Friday, 8:30 a.m-5:30 p.m. EST.) Subscriptions cost $45 a year. Connect time fees range from 5 to 40 cents a minute.

The same information is also available on the National Trade Data Bank (NTDB) CD-ROM, which is issued monthly for $575 a year or $59 for a single issue. Shipments to non-U.S. addresses is $775 for an annual subscription or $75 for a single issue. The CD-Rom's will run on any IBM-compatible personal computer equipped with a CD-ROM reader. In addition to the FAS information, the NTDB contains over 10,000 international and export reports from several U.S. government agencies. For more information or to place an order, call (202) 482-1986.

For more information on FAS materials available electronically, contact Judy Goldich, tel. (202) 690-0141; fas. (202) 690-3606; or Internet jgoldich@ag.gov